A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 4, 1966

computer center speeds flow of world trade data from Department of Commerce

International Trade Winds

Company News

CONTROL EQUIPMENT—Kysor International, Newark, N.J., establishes Kysor de Mexico in Bahia Santa Barbara, Mexico, to manufacture engine temperature control equipment and other Kysor products. The products will be sold in Mexico and countries of the Latin American Free Trade Assn.

FIBERGLASS MATERIALS—The Ceilcote Co., Berea, Ohio, has opened its third overseas plant in Pfungstadt, Germany, to manufacture fiberglass reinforced plastic process equipment, fume scrubbers, ventilating systems and corrosionproof materials of construction. The company will serve the entire West European economic community.

COMMERCIAL INKS—A new ink manufacturing and distributing operation in Spain has been opened by Sun Chemical Corp. of New York, and Urruzola, S.A., Spain's largest and oldest paint manufacturer. The new firm, located in Madrid, will manufacture a full line of Sun Chemical's commercial inks, varnishes and surface coating agents.

COMMUNICATIONS SYSTEM — General Telephone & Electronics International of New York has completed a communications system for a Nigerian oil pipeline which permits "interpretation" of alarms from remote unattended pumping stations. The system was constructed for the Shell-BP Petroleum Development Co. of Nigeria, Ltd., to serve its oil production and pipeline operations.

DREDGES—American Marine and Machinery Co., Inc., of Nashville, Tenn., has sold two 12-inch dredges to H. Mahmood Al-Bunnia & Sons, Iraqi contractors, for dredging and enlarging the Diwaniya Canal.

FILLING STATION PUMPS—Iraq's Administration of Distribution of Oil Products has ordered 217 filling station pumps from the A. O. Smith Co. of Ohio. The pumps will be equipped with meters to register not only the quantity of petrol sold but also the dinar amount of the sale.

Newsletter

Companies are standing in line for exhibit space at the U.S. Metal Working Machine Tools and Automotive Service and Repair Equipment Show set for Dec. 2 in Caracas. 22 applications are in after the first announcement, before formal solicitation. Interested companies should apply now.

German banks are working hand in hand with U.S. market development officers pinpointing buyers for the International Dairy Machinery Exhibition in Munich this week. Bankers are making calls with Commerce officers in the field. They are pushing the German dairy industry toward modernization.

Total cost of the 8,000 square foot U.S. exhibition building in Tripoli next year will be borne by Lagnf & McGinnis, a Libyan company owned by American citizens. "The least we can do to promote U.S./Libyan commercial interests," says Henry McGinnis, a partner.

On-the-spot at the Nuclear Industries Fair in Basel in September will be an officer of the Export-Import Bank to advise on immediate financing of U.S. export sales at the show. On hand also will be advisors from the Atomic Energy Commission and the Office of Export Control to expedite handling and licensing.

"A small company like ours could never have accomplished so much in so little time and at so little expense without this show," commented Planet Metal Products Corporation at the Automotive Maintenance and Traffic Safety Equipment Show in the Stockholm Trade Center.

One of many state-promoted activities in support of U.S. world trade expansion is the new "Foreign Buyers Directory to Illinois Products," first such directory for the State of Illinois. It is being put together with the help of a data processing system loaned by the Northern Illinois Gas Co.

It has been said before, but bears repeating, so Corn Products Co.'s chairman stressed it recently: "A company cannot be considered an international company if any of its international people have second-class status." World trade is not a stepchild in industrial planning.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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See inside back cover

U.S. Department of Commerce

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

Another service by the Commerce Department to America's export-minded businessmen was inaugurated last week, the Domestic and International Business Computer Center. Commerce officials viewing the new equipment are (left to right) the Computer Center's Raymond J. Long, BIC Director Lawrence A. Fox, Admin. Director for Domestic and International Business William I. Merkin, Secretary of Commerce John T. Connor, Asst. Secy. for Domestic and International Business Alexander B. Trowbridge, and BDSA head F. D. Hockersmith. Story on Page 2.

International Commerce

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NEW COMMERCE SERVICE

Trade data computerized

Center for Domestic and International Business is dedicated by Secretary Connor

The Domestic and International Business Computer Center was officially opened last week by Secretary of Commerce John T. Connor. Alexander B. Trowbridge, Assistant Secretary for DIB, Lawrence C. McQuade, Assistant to the Secretary of Commerce, and approximately 20 DIB officials took part in a ribbon-cutting ceremony signalizing the formal dedication of the computer center.

Employing the most modern automatic data processing equipment, the computer center is a natural step in the Department's efforts to meet the increased needs of government, industry and business organizations for better and more timely commercial information.

The importance of using automated techniques to provide facts affecting national policy is obvious. Trade regulations both foreign and domestic, economic analyses, marketing, export control, trade and investments statistical analyses, problems of businessmen are DIB responsibilities which can only be met satisfactorily with the most efficient equipment available.

Secretary Connor summarized this at the dedication in saying that it was appropriate that the latest developments in technology be used to increase service to the people and to enable all the employees of the Department to do a better job.

The computer center will provide answers to many questions quickly that formerly might have taken a great deal of time, if supplied at all.

Already in operation is an American Traders Identification file. This consists of a master magnetic tape file of detailed commercial information on nearly 450,000 U.S. business establishments.

COMPUTER CONSOLE is the hub of the high-speed data retrieval system set up for Commerce Department's Domestic and International Business activities. The American International Traders Index is already on file in the system, and a Foreign Traders Identification file is being established at the center.

Helping overseas sales

A mail-out to these firms asked how many were currently engaged in international trade or might be interested in entering foreign commerce. From the responses received to date, The American International Traders Index file has been established which already represents more than $20 billion in annual sales overseas.

Using the computer, these firms can be provided "pre-selected" business opportunities for the sale of their products abroad; newcomers to international trade can be quickly given information as to the best markets, trading channels and a host of other information invaluable to a firm planning to enter international trade.

Selecting fair participants

In seeking firms to enter trade fairs and trade shows BIC can promptly obtain lists of manufacturers of a particular product line.

Closely related to the American International Traders Index is a Foreign Traders Identification file. This lists specific manufacturers, agents and distributors capable of selling and manufacturing American products abroad, gives leads on trade and investment opportunities abroad and provides for rapid retrieval of information on export markets by country, company and product.

Using Japan as a prototype, a magnetic tape file has been established which contains current commercial intelligence information on more than 5,000 Japanese

firms. The name, address, products, size, capital, sales and pertinent facts about each company are included.

Once fully established the Foreign Traders Identification file will contain current commercial intelligence information on more than 200,000 foreign business establishments.

The Computer Center has already set up a system to speed up and increase the efficiency of Export License Application Control. At present, approximately 700 license applications are received daily by the Office of Export Control.

The computer will process applications; generate reports and statistics; prepare pre-licensing lists; print approved licenses; maintain files; and update information storage, retrieval and dissemination.

The Business and Defense Services Administration is planning to use ADP in locating and retrieving domestic and international commodity information. Later, programs will be constructed to provide commercial projections into the future.

Encompassing system planned

It is believed that a system can be established in which data from Foreign Service economic and industry reports, totaling about 600 a week, can be computerized for information retrieval. As a starter, commodity information despatches are being fed into the system. Eventually, it is expected that economic research data covering everything from statistical data to cyclical analysis can be put into the computer.

The Computer Center has also undertaken a pilot project on the Department's *Commerce Business Daily* to see if the publication can be handled through a computer controlled printing process.

Procurement officers in Federal establishments throughout the U.S. transmit information by wire and mail concerning invitations to bid and contract awards for publication in the *Commerce Business Daily*. The daily usually runs to eight pages, with a circulation of 18,000.

Proven techniques are being used in the initial stages of data processing. Eventually, the system will become an Integrated Commercial Intelligence System on commerce throughout the world to better serve the American business community.

The new Automatic Data Processing Division in DIB's office of Administration, is headed by Raymond J. Long, who joined the Department in 1965 after several years experience as a consultant and senior systems analyst with private firms.

PROSPECTIVE BUYERS in 11 Latin American ports may view Hewlett-Packard's display aboard the SS. Mormacwave, where two staterooms have been remodeled to accommodate electronic medical equipment.

Electronics display sails into eleven Latin American ports

U.S. firm adapts mobile trade fair technique to reach markets

A shipborne display of electronic products is being exhibited by a U.S. company in seven countries of Latin America.

In a switch from highway to waterway, from specially built buses in Europe to freighter along the coast of South America, the Hewlett-Packard Co. is using its mobile laboratory concept to reach markets in Panama, Colombia, Venezuela, Trinidad, Brazil, Argentina and Peru.

Thus, the mobile trade fair again appears in an adaptation of an old selling technique.

Sailing on June 6 from San Francisco aboard Moore-McCormack's SS. Mormacwave, two of HP's sales engineers will be demonstrating the company's latest medical instruments and systems to prospective customers in 11 South American cities during a two-month period.

Two remodeled staterooms—400 square feet of cabin space—hold an array of equipment in displays of intensive care apparatus along with an electronic "artificial patient," cardiological equipment, and equpiment for biomedical research. A second and a third voyage will be showing other instruments and systems produced by the company.

At each port of call during the two-month trip, Latin American doctors, hospital administrators, scientists and other professional people are being invited to come aboard to see the display.

The "electronics showboat" was initiated to broaden the company's service to the fast-growing Latin American market, according to William P. Doolittle, vice president of HP's international operations. Doolittle also is an active member of the San Francisco Regional Export Expansion Council.

The Department of Commerce since 1962 has encouraged and promoted development and use of mobile trade fairs designed to show and sell the products of U.S. business and agriculture at foreign ports and other centers throughout the world. Merritt E. Freeman, who directs such special projects for the Department, says of the Hewlett-Packard/Moore-McCormack activity:

"We believe this is an excellent example of how two outstanding American companies can serve their own best interests, as well as the National interest, by adapting the mobile trade fair concept to meet their particular needs."

U.S. EXECUTIVE IN JAPAN OFFERS VIEW

Trader is peacemaker

Day-to-day solving of problems seen major step in bridging interests of whole nations

By HOWARD F. VAN ZANDT
Vice President,
ITT Far East And Pacific, Inc.

The international businessman in the last half of the 20th century, knowing that he could succeed only in an atmosphere of economic and political stability and peace, came to exert himself to obtain those blessings, using the practical tools with which he was familiar.

VAN ZANDT

To those foreign businessmen living in Japan, the task was easy. The Government was capable, honest, responsible, stable and constructive. The birth rate was as low as that of Northwestern Europe. Even so, from time to time minor disputes and misunderstandings arose. Efforts were made to nip in the bud incipient troubles before they started growing.

Educating and explaining

If the international businessman were from the U.S., on noting some inequity or storm signal of general interest, he probably went to the American Chamber of Commerce in Japan and asked that it go into action. If in the judgment of its Board of Governors, the error were on the American side, an appropriate program of educating and explaining was undertaken. If lobbying in Washington were required, the Chamber by its own resources, or through the U.S. Chamber of Commerce, saw that it was done. If the error, on the other hand, were on the Japanese side, the Chamber did all within its power to educate and explain among the appropriate groups in Japan.

Americans also, when spotting worrisome matters, made representations to their Embassy, and to visiting members of Congress and other dignitaries. Monthly, the Board of Governors of the American Chamber of Commerce at meetings with the U.S. Ambassador and his staff, in off-the-record discussions, explored areas of possible irritation involving U.S. and Japanese relations and considered remedial action.

Probably the most important contribution the international businessman made to the cause of harmony, however, was the way he conducted his own business every day. Take, for example, the American who resided in Tokyo and made his living as an independent importer and exporter. For the most part he dealt with people on both sides of the ocean who had little or no experience in working with foreigners.

Many differences

The people he served were nervous and a little distrustful of one another, which was natural because each race had a different culture, including customs, manners and religion. Each had a different business background and on some matters, different standards. Each spoke a different language. There were daily fluctuations in foreign exchange rates, and different systems of weights and measures. Laws and practices were dissimilar in countless respects. Customs and other barriers were hard to surmount. There were confusing regulations relating to such things as taxes, labeling, patents, trademarks and utility model registration. Deliveries of products, if transported by ship and there were no strikes, took four to six weeks.

With all of these complications, misunderstandings occurred from time to time, and arguments resulted. A sinister factor sometimes crept in to provoke angry exchanges. This happened when one side or the other—or both—instead of considering a misunderstanding as a normal business problem attributed the errors of the other side to national antagonism.

The American exporter-importer was, of course, in the middle. He had to soothe both sides, and resolve the problems. He had to ascertain where the error was made, and patiently explain what happened. He had to persuade the one who made the mistake to correct it, and indemnify the injured party fairly. If he lost his profit on the deal—as usually happened when things went astray—he had to charge it off and strive to regain the good will of both clients so that he might have a chance to handle their business on another happier occasion.

As may be seen, the exporter-importer was perforce a peacemaker. If he ever tired of the role, he knew he had to get out of the business.

Joint venturers

Another type of international peacemaker was the foreign representative in a joint venture firm. According to Japanese Government fiat, the presidents of such firms had to be Japanese. The foreign executive, therefore, assumed a difficult secondary role and simultaneously served as a sort of liaison officer for his American headquarters. A Japanese liaison officer played a somewhat similar role for the Japanese partner. These positions were new ones, and neither home office understood them well. There were all the problems mentioned above in the export-import firm, but in addition many more deriving from the nature of the joint venture.

These Japanese knew that their nation had been doing business for a long time, and that Osaka was an important commercial center when Rome flourished. They knew that their business system worked, for although Japan in 1965 had only 5 per cent of the population of Asia, it had 69 per cent of the telephones, and about the same proportion of other evidences of high standards of living. The Japanese were aware that in nearly every measurement of advancement, they were equal to the European average.

The Japanese thought, therefore, that their system must be a good one. The

This article is adapted from an address to the fourth annual Joint Japanese-American Management Symposium in Tokyo. Mr. Van Zandt is a widely-known representative of the U.S. business community in the Far East. His office is in Tokyo. His company is a subsidiary of the International Telephone and Telegraph Corporation.

PATIENT BLENDING OF THE BEST OF BOTH SYSTEMS, says Mr. Van Zandt, occurs as businessmen of two cultures work together (Adams & Westlake photo).

United States being pretty advanced, too, the American partner in the joint venture had some confidence that his methods were worth trying.

To add to the complications, Western and Japanese thinking processes were extremely different. This was natural, for unlikenesses in thinking seem to increase in direct proportion to the distances separating the people being compared.

Because of these differences there were daily exacerbations, as the Japanese and American partners disagreed on nearly every phase of the operation of their company in Tokyo.

- The Japanese, for example, in conformance with custom wanted to try to hire their entire annual quota of new employees so all would start on the same day—April 1st. The U.S. partner wanted hiring to take place in each month as the need developed.
- The American firm wanted consolidated financial statements, only to learn that in Japan they were almost unknown.
- The Japanese partner wished to set the retirement age at 55, which was standard in this country. The American wanted to make it 65.
- The Japanese wished to pay low salaries but provide extensive side benefits including housing, vacation cottages, commutation tickets, etc. The American wanted to pay higher salaries but not offer the side benefits.
- The Japanese partner, in accordance with custom, wished to grant employees per diem allowances when they took business trips. The allowances were generous, and it was recognized that they would yield the employees a tax-free surplus. The American partner insisted that employees turn in detailed expense reports, and would not agree to profiting on expense accounts.
- The Japanese partner, following local practice, wanted a promotion through seniority plan. The U.S. firm wanted to promote through merit.

Why it worked

Every one of the matters cited caused trouble, and there were thousands of other differences. Considering the confidence that both the Japanese and Americans had in their own systems, it was amazing that the joint venture worked at all.

It succeeded, however, but largely because the American liaison officer, and his Japanese counterpart, each day strove hard to find ways out of impasses, and both, luckily, were supported by competent, open-minded home office executives. They patiently blended the best of both systems. They zealously studied the technique of working with the other race. The resident American, finding that the Japanese invariably reacted negatively to table pounding, used more appropriate methods of persuading. He found, despite their reputation to the contrary, that the Japanese were an emotional people—in some respects even more so than Italians, according to a Tokyo University psychologist he consulted. He therefore went out of his way to learn to like the ones he worked with, which he found easy, hoping that somehow or other they would respond to him. They did. He discovered that the Japanese were a proud people, despite a polite self-effacement which until the contemporary Showa era had led them to refer to their own children as "sons of pigs." He therefore sought ways to appeal to their pride.

He discovered that, other things being equal, decisions involved weighing heavily such factors as face, pity, alma maters, and clique membership. Knowing he might never learn just how this was done, he did the next best thing—he won the support of the wise old elder statesman of the industry, and followed his advice to the extent his home office would permit it.

While the American liaison official was doing these things, his Japanese counterpart was equally busy. Communications to and from the American partner were always in English. The Japanese liaison officer, therefore, had to see that they were properly and promptly translated, even though translators were expensive, in short supply and not smooth writers of English. He also had to see that qualified interpreters were on hand. He could not expect the Americans to stay in Japan long enough to learn his language which was so difficult that if a foreigner spent eight hours studying it

Room for traders at the conference table?

As an accompaniment to his study of the businessman as a bridge-builder and peacemaker among nations, Mr. Van Zandt offers the following suggestion for better future use of this role:

As the international businessman became more civilized in his methods and outlook than his predecessors, he gained greatly in prestige.

In view of his success in his own international business relations under the new circumstances, there were those who felt that his skills might well be utilized by governments in resolving their foreign disputes.

Professor J. David Singer of the Department of Political Science and Mental Health Research Institute of the University of Michigan made an interesting proposal along this line in the December, 1965, *Journal of Conflict Resolution*. Professor Singer observed that the fruitfulness of nation-to-nation negotiation as a conflict-resolving technique had tended to diminish as political participation of the masses had increased.

He explained this by pointing out that diplomats were in career danger when they reached an agreement in such meetings because success could only come from compromises, and opposition politicians at home in such cases could be expected to scream that they had "sold out" to the enemy.

As a solution Professor Singer proposed the creation of a new type of law firm whose primary purpose would be to represent nations involved in international disputes. The law firms which would be made up of people whose nations were not participants in the controversy would do the actual face to face international horse trading on behalf of the diplomats, knowing in advance about how far they could go. As an incentive to do well, they would be offered fees on a sliding scale—with high rewards for success and good terms. On winning an agreement they would, of course, be accused of "surrender" by opposition political leaders, but could be expected to survive the criticism.

I do not know if Professor Singer's plan is workable. However, I would like to recommend experimentally an idea to go with his proposal. I would suggest that the law firms include among their negotiators international businessmen who had actually had years of work in the opposing country. Business people learn through experience and study, and maybe a little intuition, how far they can go, and when they have reached a bargainable position. This knowledge only comes after long actual practice. Each race has a different "melting point," as it were, and only a trained and experienced pro could be expected to recognize when that all-important point was reached.

Who knows, perhaps the time will come when the skills and talents the modern international businessman has brought to play for his own company will in some way be used to help nations achieve peace?

every day, it would take about 2½ years for him to be competent in it. He became nervous in the realization that even the best interpreters were only getting over about half of what was said, and that the voids and errors resulted in many problems which the Americans attributed to other causes.

The U.S. legal department of the American partner had obtained copies of pertinent Japanese laws, and naturally expected things to move in accordance with them. The Japanese liaison representative had to explain that due to the Confucian system laws were not regarded as necessarily governing in Japan, and that the written and oral orders of Government bureaus were often controlling. The American side almost invariably was restive over the role of the Japanese Government in dictating corporate policy. The liaison representative had to try to influence and speed up favorable decisions by the ministries and at the same time to calm down the American partner.

The liaison representative was not only charged with helping keep the joint venture company president congenial toward the Americans, but also assisting in persuading the officers of the Japanese parent company to be understanding of the strangers from across the Pacific. He was successful in both respects except on two or three occasions when Americans from the home office became justifiably exasperated but unforgivably vocal about it. The proverb "Nama byoho wa o-kega no moto," or "Crude tactics cause deep wounds," he observed, accurately described the reactions of his people to the indelicateness of the blue-eyed barbarians.

Became peacemakers

But, somehow or other, the American resident liaison officer and his Japanese liaison counterpart learned how to solve —or smooth over these problems. In doing so, they found that they had become highly skilled, almost full time peacemakers.

The description given of the efforts of the expatriate American exporter-importer and the liaison officers to create harmony might have been applied equally well to the work of countless Japanese and other international businessmen serving in all the nations of the Far East. In contrast to their pioneering, swashbuckling predecessors of four or five hundred years before, these men were succeeding without recourse to brute force. Perhaps the principal reason they could was that, unlike their ancestors, before engaging in international business, nearly all had received good educations. With such backgrounds, a far larger percentage of men than ever before tried to familiarize themselves to some degree at least, with the philosophy, religions, psychology, history, customs language and business practices of the host countries.

Thus equipped they were able to determine the needs and understand the aspirations of the foreign people with whom they worked and to adapt products and adjust methods specifically to suit local requirements. In contrast to some of the businessmen of colonial times, they refrained from asking their governments to back them up with gunboats and threats of territorial annexation when faced with opposition. They used instead normal merchants' tools—including honest persuasion, compromise, respectful and courteous dealing, fair play and friendship. These tools generally proved adequate to meet their needs.

Economic prospects of Leeward and Windward Islands surveyed

International team of university economists reports to sponsoring Governments—U.S., U.K., and Canada

Establishment of a regional agency to coordinate development assistance efforts in Barbados and the British Leeward and Windward Islands was among the steps recommended for the area recently by an international team of university economists.

Completing a four-month survey of the economic prospects of eight East Caribbean Islands, the team submitted its report to the sponsoring Governments—the United States, United Kingdom, and Canada—for their consideration, the Agency for International Development has announced. The report also has been transmitted to interested Caribbean island governments.

The team was asked by the sponsoring Governments to formulate plans for the achievement of economic viability by the islands and to suggest priorities for economic development over the next five years. The common objective of the three Governments was to establish essential economic information and make it available for general use in order to promote more rapid and sound development of the area.

In four parts

The full report, which will be available later, is in four parts:

The first explores the question of how economic growth can be sustained and increased in the Eastern Caribbean.

The second delineates and discusses factors which were found to be common to all or most of the islands as restraints on the pace of economic growth.

The third examines the possibilities for growth in the main sectors of each individual island's economy and identifies some of the policies and expenditures which should be given priority if potentialities are to be realized.

The fourth part describes an approach to regional development planning for the islands and stresses the significance of cooperation. It proposes a regional development agency to coordinate development assistance efforts in the area, and recommends establishment of a development bank.

The report points out that tourism, though it can be the prime generator of economic development, must be supplemented by a major effort in the direction of import substitution. The importance of food crop, livestock, and fisheries development also is stressed.

The eight islands covered by the survey were Antigua, St. Kitts, Montserrat, Barbados, Grenada, St. Lucia, St. Vincent, and Dominica.

The team included American members Ben T. Moore, Twentieth Century Fund, George W. Wilson, University of Indiana, and Luis Rivera-Santos, University of Puerto Rico; British members Chairman J. R. Sargent, Warwick University and David Edwards, University of the West Indies; Canadian members W. B. Gainer, University of Alberta and G. V. Doxey, York University, Toronto.

Summary available

For a summary of the "Tripartite Economic Survey Report on Barbados and the Leeward and Windward Islands," **write:** Office of Caribbean Affairs ARA-LA/CAR, Room 3242, Department of State, Washington, D.C. 20520.

"What seems necessary," according to the summary, "is a well-integrated long-term program for development which has staying power. To begin with, much of the initiative, finance and execution must come from outside. The extent of this participation can then be phased out gradually as local resources are built up."

Austrian list of chemical producers, products issued

A "List of Export Articles of the Austrian Chemical Industry," prepared by the Austrian Association of the Chemical Industry, provides detailed alphabetical listings of Austrian producers and their chemical products.

Copies are on file with the U.S. Department of Commerce, Chemicals and Allied Products Division, BDSA-544, Rm. 4426, Washington, D.C. Telephone: 202-WO 7-3464.

Pakistan establishes criteria for selecting foreigner as agent

Firms' applications to appoint agents from outside to be studied

Pakistan has set criteria for evaluating applications of firms which seek to appoint a foreign firm engaged in business in Pakistan as an agent or partner.

The criteria include amount of help to the economy; the necessity of the projected business or enterprise; the number of foreign agents from any particular country in a certain line; and the amount of foreign exchange which would flow from Pakistan as a result of such an appointment.

All foreign firms and individuals planning to do business in Pakistan or intending to enter into a partnership with a Pakistani national in a business or profession in Pakistan are required to obtain prior permission in writing from the Department of Investment Promotion and Supplies (Investment Promotion Bureau).

Existing businesses in Pakistan planning to take a foreign national as a partner are required to secure similar approval, as are existing foreign firms planning to open additional offices or branches. Permission must also be obtained before any foreign company in Pakistan can become an agent for a foreign firm outside Pakistan or for a local enterprise.

For background information on this subject, see *Overseas Business Report* 65-72 "Establishing a Business in Pakistan" which can be obtained from any Department of Commerce Field Office.

ELECTRONIC EQUIPMENT

A Dutch subsidiary of a U.S. firm seeks a license to manufacture electronic and electro-technical aviation and industrial equipment. The Amsterdam company makes miniature hearing aids and industrial and aviation instruments.

The plant is equipped for all types of electronic assembly including miniature work, coil and transformer winding and specialized assembly operations. A modern metalworking section has machinery for die stamping, tool making and injection moulding.

Write: The parent U.S. firm: Simmonds Precision Products, Inc., 105 Martling Ave., Tarrytown, N.Y.

TRADE CENTERS, FAIRS, MISSIONS, pages 8-10

United States overseas

The export promotion dates on these three pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described on the opposite page.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Space fully booked

Business machines and office equipment. THAILAND. The continuing trend of new and modernized business establishments, factories and improved educational standards has contributed to a growing demand by Thai companies, schools, institutions and governmental departments for a broad range of these products. **Bangkok Trade Center. June 29-July 12.**

Space fully booked

Specialized machine tools, Packaging machinery, and industrial instrumentation. MEXICO. A $1.3 billion industrial development program signals a promising opportunity for U.S. manufacturers to expand sales in neighboring Mexico. **U.S. solo exhibition. Mexico City. Aug. 1-13.**

Space fully booked

General industrial, office and agricultural machinery. TURKEY. Machinery and equipment in the following categories will be exhibited: general industrial, agricultural, office machinery, construction, materials handling, food processing and packaging. American firms can participate in this international trade fair only through their agents and distributors in Turkey. The Turkish Government will make an additional import allocation available to participants in national pavilions. Final date for filing for this allocation was March 18. **International Trade Fair, Izmir. Aug. 20-Sept. 21.**

Oceanographic equipment. WESTERN EUROPE. European government agencies and scientific institutes are expanding their programs to increase knowledge of the sea and the ocean floor. Overseas business firms are looking with more interest at the sea's commercial possibilities. American companies with advanced hardware and services within the various oceanographic fields will benefit directly through the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Nov. 2-9. NOTE: This exhibition was originally scheduled for Aug. 31-Sept. 7.**

Nuclear materials, equipment, instrumentation and services. SWITZERLAND. American manufacturers in the nuclear field have the opportunity to exhibit their products before an international audience of key representatives of industry and science. Product categories include power and research reactors and components, fuels, control instrumentation, laboratory research equipment and instrumentation, supply and applications of radioisotopes, particle accelerators and accessories, health physics, labeled chemicals and special supplies, civil engineering and design, uranium prospecting and mining and treatment of radioactive waste. A major six-day technical meeting is held in conjunction with this event. **U.S. commercial exhibition, International Nuclear Industries Fair (NUCLEX 66), Basel. Sept. 8-14.**

Space fully booked

Equipment and accessories for the pulp and paper industry. SCANDINAVIA. Northern Europe represents a major market for U.S.-produced pulp and paper-making equipment and processing supplies. Forest product industries in the Nordic area continually are re-assessing their plant equipment requirements. Producers are anxious to secure machinery, instruments and accessories derived from recent U.S. reseach and development, as well as high quality items with proven performance ratings. **Stockholm Trade Center. Sept. 13-21.**

Space fully booked

Laboratory apparatus, analytical and test instrumentation. ITALY. In the next five years, Italian Government and private research institutions will triple their expenditures for scientific research. To help American suppliers increase their 17% share ($3.4 million) of the rapidly expanding market for scientific and laboratory instruments in Italy, the U.S. will stage an exhibit featuring physical properties testing machines, non-destructive testing machines, instruments for physical and chemical analysis, electric and electronic measuring and checking devices, transducers and related apparatus, high quality standard laboratory appliances, and educational aids for secondary school laboratories. **Milan Trade Center. Sept. 16-22.**

Space fully booked

Equipment for the aviation industry. JAPAN. The overwhelming majority of aircraft registered in Japan are of U.S. origin. In what amounts to a built-in market, U.S. sup-

exhibitions

pliers of aircraft maintenance and ground support equipment, communications, and navigation equipment will encounter a receptive audience. **Tokyo Trade Center. Sept. 19-27.**

Industrial equipment. BULGARIA, HUNGARY. Food processing and packaging machinery; machinery for manufacture of chemical and plastics; specialized machine tools and metalworking equipment; sophisticated agricultural machinery and equipment; building and construction equipment; medical laboratory and measuring instruments and equipment. **U.S. Trade Mission.** Business Proposals accepted until **Aug. 15. Oct. 1-29.**

Environmental testing equipment. GERMANY. Research, development and quality control programs conducted by German manufacturers, commercial and scientific institutes and government agencies are being expanded. Market prospects reportedly are excellent for simulation equipment and testing instruments of all types. This is the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Oct. 5-12.**

Chemical processing equipment. ITALY. Expanding chemical industries need durable, high-capacity equipment for extreme operating conditions. Exhibit coincides with International Chemistry Review Conference and Sixth Chemical Equipment Exhibition (MAC-66) in Milan. **Milan Trade Center. Oct. 8-16.**

Industrial equipment and metalworking machinery, consumer goods, food processing and packaging machinery, animal feed equipment. IRELAND, PORTUGAL. U.S. Trade Mission. Business proposals should be submitted by Sept. 1. Mission is scheduled for **Oct. 15-Nov. 12.**

Light industrial and metalworking equipment, construction equipment and materials, food processing and packaging equipment, agricultural machinery, consumer goods. NIGERIA. U.S. Trade Mission. Business proposals should be submitted by Aug. 12. Mission set for **Oct. 15-Nov. 12.**

Production equipment for the electronics industries. JAPAN. There are now more than 2,800 electronics manufacturing facilities in Japan. A combination of rising wage rates and the increased emphasis on the production of industrial electronics has created a virtually untapped market for a wide range of specialized equipment urgently required for more efficient electronic equipment and component production. Competition from European sources in the lucrative Japanese market is not considered a factor. A recent similar exhibit featured at the Trade Center in Frankfurt revealed U.S. production equipment to be five to seven years ahead of European developments. **Tokyo Trade Center. Oct. 25-Nov. 2.**

Light industrial machinery. HONG KONG. A rapidly expanding industrial base facing rising labor costs has created a large potential market for U.S. manufacturers. Featured product

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas officers or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Week, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Sample Displays

"A Sample Display Center is just what the name implies—a place to show samples of U.S. products," Secretary Connor has said.

The program, less than two years old, is administered by the Bureau of International Commerce. Centers are in Beirut, Lebanon; Manila, the Philippines; Nairobi, Kenya; and Bangkok, Thailand.

They are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

In an effort to achieve these objectives, the Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, Bureau of International Commerce, Office of International Promotion, Department of Commerce, Washington, D.C. 20230.

QUALIFIED COMPANY REPRESENTATIVES to explain the functions of U.S. equipment to potential foreign buyers and agents are an essential part of any company's promotion at trade fairs or at U.S. Trade Centers. Accurate portrayal of the advantages of modern items enhances sales opportunities.

lines will include welding and soldering equipment, power hand tools, stamping and forming machines, plastic extruders, electroplating and spray painting equipment and equipment for bagging, sealing and blister packing. **U.S. solo exhibition, Hong Kong. Oct. 31-Nov. 11.**

Hospital equipment and furnishings. UNITED KINGDOM. Annual expenditures of $36 million for hospital equipment are called for in the British government's 10-year hospital expansion program, and the replacement market for existing hospital equipment represents $70 million. American manufacturers can benefit from this growing market and a marked British preference for U.S. products due to their technical superiority by participating. This exhibit will feature medical electronics, surgical, diagnostic, disposables, nucleonic, laboratory, and other equipment for hospital, medical, nursing, and doctors' services. **London Trade Center. Nov. 8-18.**

Welding and Cutting Equipment and Supplies. NORTHERN EUROPE. Both light and heavy industry throughout the region are experiencing substantial growth. Metalworking and assembly operations, particularly those requiring highly portable equipment as well as products used with new alloys, are prime markets for modern American equipment. This trade promotion event is a sequel to the very successful U.S. Commercial Exhibition staged at the International Welding and Cutting Show, held in Germany in 1965. Visitors from Denmark, Finland, Norway and Sweden, representing a wide range of manufacturers and service industries expressed intense buying interest in advanced U.S. equipment on display. **Stockholm Trade Center. Nov. 9-16.**

Food processing and packaging equipment, chemicals, light metalworking equipment, general industrial machinery. LIBYA, TUNISIA, MOROCCO. U.S. Trade Mission. Business proposals should be submitted by Oct. 1. Mission scheduled for **Nov. 12-Dec. 10.**

Packaging materials and machinery. FRANCE. Growing demand for higher productivity and new packaging techniques increased the rate of growth of this market from a relatively constant 15% to 18% between 1964 and 1965. American products have not yet been widely enough promoted to obtain a major share of imports. The most promising opportunity to reach this market is the biennial International Packaging Exhibition, which attracted more than 87,000 professional men in 1964. **U.S. commercial exhibition, International Packaging Exhibition, Paris. Nov. 13-21.**

Operation Seek and Find. SOUTHEAST ASIA. Timed to coincide with the First Asian International Trade Fair which will attract major buyers, agents, and distributors from all over Southeast Asia, this Sample Display type of exhibit will feature transportation and communication equipment, building materials, medical and educational equipment, and electrical consumer goods. **Bangkok Trade Center. Nov. 15-Dec. 15.**

Electronics equipment. ITALY. Country's fast-growing electronics industry continues to offer increased opportunities for U.S. exporters of electronic equipment. U.S. producers now supply 27% of the market for advanced components in Italy with demand for sophisticated U.S. goods growing. Exhibit coincides with International Automation and Instrumentation Exhibition in Milan. **Milan Trade Center. Nov. 19-25.**

Self-service and supermarket equipment. JAPAN. U.S. manufacturers will expose retailing equipment to Japanese buyers in an attempt to capture an even greater share of Japanese imports. A reported $100 million market for equipment will exist through 1972, when a major plateau in retail store constructions should be reached. U.S. products are already well-known and the sales outlook appears promising. **Tokyo Trade Center. Nov. 22-Dec. 1.**

Metal-cutting, metal-forming tools, machinery, and automotive service, repair and maintenance equipment. VENEZUELA. A massive economic development plan calling for a total investment of $1.7 billion through 1968 is opening numerous and varied export sales opportunities for suppliers of industrial equipment in Venezuela. **U.S. solo exhibition, Caracas. Nov. 22-Dec. 2.**

New agents signed at Milan metal show

"A phenomenal success," the reaction of Joseph Fenton, general manager of H. G. Fischer & Co., was typical of the comments of the 25 exhibitors at the close of the Milan U.S. Trade Center's show of metal surfacing and finishing equipment, held May 17-23. Fischer's revolutionary electrostatic spray system for porcelain enameling excited much interest, with inquiries from all over Europe.

Sales were active, with orders booked at the show totaling $29,050, and 12-month sales estimates at a healthy $1,-384,750. Ten new agents were signed during the show by participating firms, and at the exhibition's end, 13 more agreements were under discussion. The agencies involved were not only in Italy, but also in Portugal, Switzerland, France, Norway, and Germany. Trade visitors at the show totaled 1,350.

Sethco International, Inc. reported that its chemical solution purifiers, pumps, and filters sold well during the show. Sethco appointed representatives in four countries. Bridgeport Industrial Products' president George Schopick termed the show a "smashing success." He estimated his company's expected sales as a result of the show at $40,000, based on appointments of an agent and a distributor for Italy, and distributors in Portugal and France.

ELECTROSTATIC PORCELAIN ENAMELING equipment proved popular as many show visitors asked details at the H. G. Fischer Co. booth.

VISITING ENGINEERS discuss metal properties with representatives of Valvoline Oil Co. (above left), who displayed their Tectyl rust preventatives, and Servi-Sure Co., with titanium jigs.

EXECUTIVES NEGOTIATE (above) for representation rights for Belke Co. plating racks. Metal finishing machinery (below) attracted the attention of many of the buyers at the opening reception.

Sales results exceed first expectations at electronics show

All exhibitors satisfied with high sales and agency agreements

With all exhibitors stating their desire to participate in further Commerce Department-sponsored shows, and 90% of the firms present achieving their primary objectives, the U.S. exhibit at the International Instruments, Electronics, Automation show in London, May 23-28, was considered an outstanding success by all concerned.

The 76 American companies at the exhibition registered $744,142 in immediate sales, and 12-month anticipated sales are $9.6 million. Total trade visitors to the show were 111,273, with 8,834 foreign visitors from 66 countries. The U.S. exhibit counted 2,650 serious sales prospects for American businesses.

Four definite agencies were established during the show, with ten more under consideration at the show's end. Harold Hall, U.S. Commercial Counselor, summed up the feeling of the exhibitors, "We expected to do well at this show, but the results have exceeded our initial evaluation. Almost without exception our exhibitors have developed many solid business leads."

Automotive exhibitors crack competitive Swedish market

Despite several difficulties, such as the prior representation of many of the products on display, the 28 U.S. firms participating in the exhibition of automotive maintenance and repair equipment at the U.S. Trade Center in Stockholm, April 19-24, succeeded in penetrating the highly competitive Scandinavian market with record-breaking sales figures.

Off-the-floor sales at the show were $104,375, and sales during the next year are estimated at $1,800,000. Post-show reports from local agents indicate that predicted sales are being realized. The 16 firms which came to the show seeking agents established 27 agencies in four Scandinavian countries, as a result of the Trade Center's vigorous market development program. Two more agencies were pending as the show closed.

Total attendance at the six-day show was 1,124, with 874 trade visitors.

AMERICAN FISHING INDUSTRY PRODUCTS were presented to British tradesmen and the public at the recent Manchester food fair. Samuel Hutchinson, chief of the Office of International Trade Promotion of Interior Department's Bureau of Commercial Fisheries, was on the scene with these British demonstrators.

U.S. pasteurized crabmeat may vie with fish 'n chips

Orders result from American exhibit in Manchester fair

Pasteurized crabmeat, a completely new product in the United Kingdom, may soon be teasing British palates as a result of orders placed at an American exhibit at the recent Manchester food fair.

The U.S. fishing industry's exhibit at this spring event was coordinated by the trade promotion office of Interior Department's Bureau of Commercial Fisheries.

The Manchester fair, the major food fair in the English industrial midlands, attracted large numbers of importers, distributors, and other tradesmen dealing in food and food products, for 12 days in May.

The requirement that industry participants provide a full-time company representative or foreign agent was mandatory for exhibiting at Manchester. In addition, this show marked the first time, since the inception of the program, that the Bureau of Commercial Fisheries maintained a fishery booth in the public area. Heretofore the sampling and display of fishery products were restricted to a specialized trade area which was open only to top tradespeople—importers, distributors, and chain store buyers.

Among the 10,000 samples of U.S. fishery products distributed to visitors were Alaska king crab, shrimp, scallops, salmon, squid, and frozen, uncooked lobsters. These products were presented by such U.S. firms as the American International Trading Co., Wakefield Seafoods, Inc., and Seastar, Inc. Several of the participating firms were represented by their U.K. agents.

Orders already placed for pasteurized crabmeat indicate that a successful future trade will develop for this commodity. In addition, orders have also been confirmed for individually frozen, peeled and deveined shrimp, and Alaska king crab meat.

The Bureau of Commercial Fisheries has announced that U.S. fishery firms may participate with it in three other international food fairs during the remainder of 1966: Sept. 11-18—International Fall Fair, Vienna; Sept. 17-25—IKOFA-International Exhibition of Groceries and Fine Foods, Munch; Nov. 13-21—Salon International de l'Alimentation, Paris.

Additional information, including shipping instructions, is available from the Office of International Trade Promotion, Bureau of Commercial Fisheries, U.S. Department of the Interior, Washington, D.C. 20240, Area Code 202-343-2151. Intentions to participate must be received not later than July 15 for Vienna and Munich, and by Sept. 15 for Paris.

PROMINENT ATTRACTIONS for buyers and prospective agents were the Hughes Tool Co. model 300 helicopter (left) and Piper Aircraft Corp. "Cherokee" six-seater executive airplane, shown at the reception for top management representatives from a broad cross-section of the British business community.

London show stars executive aircraft

Outlook excellent for new sales of private planes to Britain

Exhibitor reaction to the exhibition of executive aircraft and ancillary equipment at the London Trade Center, June 14-18, was unanimously favorable, and the consensus of opinion was that the show should be repeated after two years.

Off-the-floor sales were modest, as expected with such equipment—$57,000—but 12-month sales forecasts total $1,670,000. Attendance at the five-day-long show was 568, despite a taxi strike.

Twelve firms exhibited at the show, representing 32 American companies. None of the participants was new to the market or without representation in the United Kingdom, and while no additional agents were appointed during the show, several representational agreements were under discussion at the close of the show.

The United Kingdom agent for Piper Aircraft Co. had the largest immediate sales, $50,000, and estimated an equal amount would be sold during the next year. Collins Radio estimates one-half million dollars in sales resulting from the show, and Dorne & Margolin and the British agents for Beech Aircraft each placed their sales estimate at $250,000.

The aircraft division of the Hughes Tool Company took advantage of the show to introduce its newest helicopter —the three-seater model 300—to the British market, and was particularly pleased with contacts made at the show.

TESTING BRITISH REACTION to the subject of business flying was the task of U.S. Civil Air Attaché John Meadows (above center), shown discussing the matter with two British representatives of Collins Radio Co. RCA representative T. C. Wood (below right) explains a new weather radar system to a building contractor interested in using light aircraft in his various far-flung construction projects.

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Guatemala has established minimum wages of $1.68 a day for workers in the plastics manufacturing industry and personnel employed by restaurants, bars, cabarets and soda fountains, bringing the number of minimum wages set by the Government to 10. Rates will soon be set for teachers in private schools, the hotel industry, food products industry and the printing trades. . . . **Australia's** third commercial oil field was discovered at Barrow Island. A production figure of 20,000 barrels of oil a day by 1968 has been estimated and total reserves are put at 85 million barrels. Total investment to bring Barrow Island to production will be about $29 million. . . . The Esso Standard Malaya, Ltd., Co., which already has an oil refinery in operation in **Malaysia** has been granted pioneer status (tax exemption for up to five years) by the Malaysian Government to manufacture liquid anhydrous ammonia. Construction of the new plant is in progress and is expected to begin operations by the end of the year. . . . In the first four months of 1966, **Spain's** imports rose to $1,266.6 million, a 38% increase over the same period of 1965. Of the total, $221 million or 17.4% was supplied by the U.S. Spanish exports increased 22% in the first four months to $359.5 million. The U.S. received $39.6 million or 11% of that total. . . . The **Nepal** Industrial Development Corp. has received loans from Japan ($1 million) and Germany ($500,000) for sublending to private industrial firms. The loans permit global procurement . . . Consular Invoices will no longer be required by **Portugal.** Regular commercial invoices will be sufficient as of July 1. . . . **Spain** has reduced import duties on tetraethyl lead (t.n. 2934-A) from 35.5% to 1%, and on anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar additives for mineral oil (t.n. 38.14) from 32% to 16%.

Liberia starts comeback

Business activity is at briskest level since boom collapsed in early '60's

By NANCY V. RAWLS

Commercial Attache, U.S. Embassy, Monrovia

The present level of business activity in Liberia is at its highest point since the Liberian Government embarked on its austerity program early in 1963.

Retail sales are up slightly in a few commodity lines, providing some relief for long-overstocked inventories. Private construction activity is reviving, and Government investment in development projects has accelerated.

Banks report some improvement in collections and a small increase in savings deposits. The banks continue to keep a tight rein on credit, however, and consumer purchasing power is low.

There are indications that the low point of economic activity, following Liberia's boom years in the late fifties and early sixties, has been reached and that the slight upswing will continue.

However, any optimism must be tempered by: an awareness that the Government's fiscal position will require continued austerity for some years; the uncertainty of world iron ore and rubber prices holding their present level; and specific developments such as the new tariff with its potentially adverse effects on retail sales and, ultimately, on imports.

Liberia's economy is geared to foreign trade. Its two principal exports, iron ore and natural rubber, account for approximately 85% of the total value of exports. Its imports range from soft consumer goods and foodstuffs to capital equipment, since Liberia has almost no manufacturing industry.

During the several years preceding 1963, Liberia experienced an unprecedented boom resulting from heavy investments in the development of the iron ore mining industry.

A large national debt was incurred through public spending during this period which, because of the drastic fall in world prices for iron ore and rubber and the decline in both private and public investments, forced Liberia into a serious financial position.

With the help of the International Monetary Fund and the understanding of its creditors, Liberia tightened its belt and adopted an austerity program requiring severe curtailment of government expenditures and adherence to a debt repayment schedule, which each year drains off about one quarter of government revenues.

Needs help

Recognizing its need of foreign assistance in developing the country's resources, the Government is intensifying its efforts to attract investments into the country.

A new Investment Incentive Code promulgated in April sets forth the procedures whereby foreign investors may apply for specific incentives. The Code reaffirms Liberia's adherence to a sound currency and monetary system, free con-

East African Markets

The outlook for U.S. products in the East African nations of Kenya, Uganda and Tanzania is the subject of a recently-released Commerce Department study. These countries have maintained a common market since 1922, and the area's purchases from abroad reached a total of $434 million in 1964.

The 75-page booklet reviews the general economic conditions in the region and discusses the effects of economic expansion on the markets for various specific products. It also points out factors of particular importance in developing effective sales techniques suited to the East African market.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Price: 65 cents.

vertibility of currency, and a business climate free of restrictive regulations.

The Liberian Bank for Industrial Development and Investment was formally opened last November. The Bank, with an authorized capital of $1 million, will finance the expansion and modernization of private productive business and industrial enterprises through loans and equity participation.

There are prospects of several significant new private foreign investments, primarily in mining, although the only sizable current investment is the $53 million pelletizing plant being erected in Buchanan by the Liberian American Swedish Minerals Company (LAMCO).

Liberia is encouraging investors to examine opportunities for processing agricultural products. Prefeasibility studies completed by the Liberian Development Corporation include a pineapple production and cannery, a rice mill, a soluble coffee plant, a vegetable oil refinery, and a palm kernel oil processing plant. The Development Corporation is staffed by an AID-financed team from Checchi and Company, a private U.S. consulting firm. Interested prospective investors visiting Liberia may call upon the Development Corporation offices in the Treasury Building, Monrovia, for information about these and other opportunities, as well as copies of the prefeasibility studies.

Coupled with the Liberian Development Corporation's efforts to attract investment in food-processing industries is the Government's renewed stress on agricultural development.

First priority

Rice production has first priority, followed by livestock, fruits and vegetables, and forestry and tree crops. An inadequate road network in the interior continues to hamper agricultural expansion, especially forestry development.

Specific access road projects estimated to cost more than $2 million, which are now under consideration by the U.S. Agency for International Development, should give valuable impetus to the Government's agricultural program. Completion of four main arteries, financed by the International Bank for Reconstruction and Development and the West German Government, is expected in 1967.

AID projects continue to provide the most promising possibilities for U.S. exports. Important development loan projects costing about $9.1 million which began last January include the John F. Kennedy Memorial Hospital and two schools in Monrovia. A $584,000 AID grant project for 20 new rural schools also got underway in January.

THE ENTIRE WEST AFRICAN MARKET for some products can be served through the facilities of the Free Port of Monrovia. Thus Liberia's relatively modest market need not discourage large-scale U.S. suppliers.

Construction contracts are expected to be awarded in the third quarter for the AID-financed municipal water improvement and expansion project, which will cost $7.8 million.

Another AID project, the $27 million Mt. Coffee hydroelectric plant near Monrovia, is scheduled to begin production by December of this year. It is expected to stimulate commercial and industrial activity with its initial addition of 30,000 kilowatts to Liberia's electric power generating capacity.

An AID loan for a sewage project costing $8 million probably will take effect in 1967.

The United States is still Liberia's chief trading partner, although the U.S. share of this market is dropping. In 1964, the latest year for which firm statistics are available, the United States had approximately 39% of the Liberian import market.

U.S. machinery, miscellaneous manufactured goods, foodstuffs, automotive products, and textiles are well-introduced here. There is strong competition from Japan and West Germany in the automotive and appliance product lines, and from Germany and other European countries in sales of machinery, foodstuffs, and miscellaneous manufactured goods.

While it is true that in recent months there has been an influx of low-priced textile yard goods and wearing apparel from the Far East, U.S. quality products are well-established in this market.

There are some commodities for which the Liberian market in itself is small, but for which Monrovia's Free Port can serve as a springboard to trading in the West African region as a whole. Among the products which do have a limited market here but should still be pushed, synthetic fabrics such as fiber-glass drapery and upholstery materials have been of increasing interest.

Not pushed yet

Also, ladies' dresses of cotton and synthetic materials should sell well in Liberia, although little effort has been made to promote them. A growing enthusiasm for recreational activities offers good prospects for sports equipment and apparel and outdoor furnishings and equipment.

U.S. traders wishing to sell in the Liberian market should be willing to advertise. There is a marked increase in newspaper and radio advertising, and a few radio advertisements are now being given in selected tribal dialects.

Competitive prices, the granting of liberal credit terms to responsible established local firms, servicing, and quality are important. The Department of Commerce can supply World Trade Directory reports on firms in Liberia which U.S. suppliers may be considering as trading partners.

Spain grows and buys

Government trying to restrain surging economy, but sales chances are rising

By WAYLAND B. WATERS
Commercial Attache, U.S. Embassy, Madrid

Spain is expected to remain a prime market for sales of U.S. merchandise and services in the foreseeable future. The Spanish economy has undergone spectacular growth during the past decade, particularly since the institution of the official economic and social development plan in 1964.

Indeed, Spain has become a major world market, and the U.S. is currently its prime supplier, having supplied 17% of total imports in 1965.

During the year, Spain's overall level of imports increased by one-third, and her imports from the U.S. by one-half. While it would perhaps be overly optimistic, in view of the current program to restrain Spain's overheating economy, to assume that these rates can be maintained, the opportunity to sell U.S. goods and services is still growing.

The inflationary pressures accompanying the economic growth have caused some uneasiness, and the government has interceded with higher interest rates for Bank of Spain loans, combined with an appeal to commercial banks to voluntarily restrict credit, dampening the availability of financing for new or expanded enterprises.

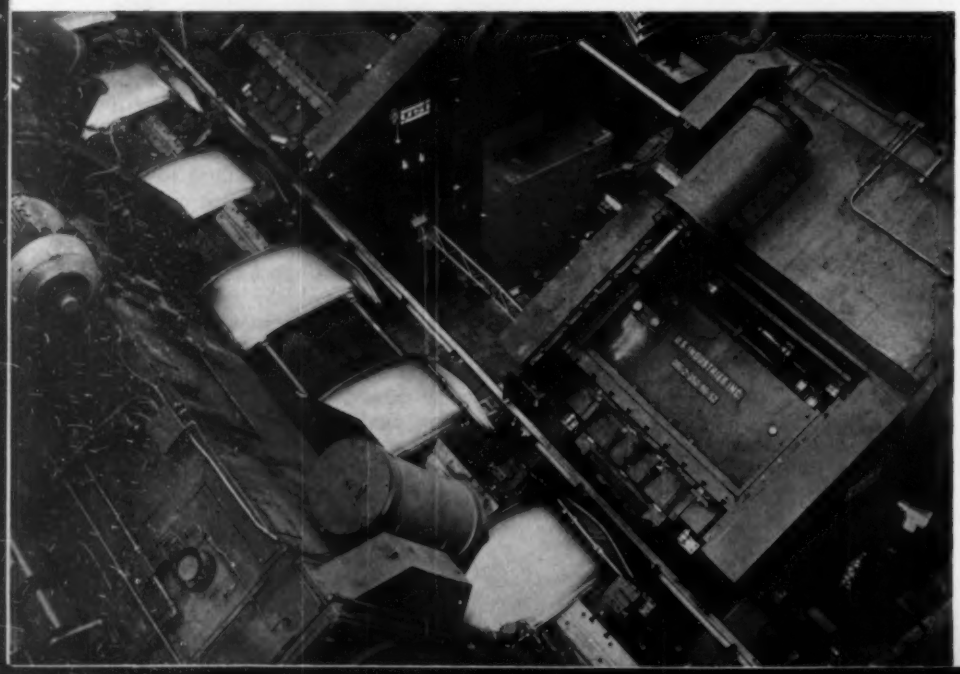
The Spanish Minister of Commerce has voiced concern at the growing imbalance of trade accompanying the nation's economic development, and noted that Spain has learned ". . . a very important lesson, and unfortunately a bitter one . . . that we cannot do too many things at once; that we must moderate our eagerness for growth, unless we wish to precipitate a crisis which will limit all economic growth for some time."

In view of the wide recognition among Government officials that direct controls do not afford a viable solution to the balance of payments problem, the Minister's remarks probably do not foreshadow a reversal of Spain's liberalization pattern, or a reduction in present levels of imports. However, they leave little doubt that the increases will be less rapid.

With credit for imports harder to come by, Spanish buyers can be expected to be more selective and demanding. Moreover, the American trader must keep in mind that competition is growing, with major promotions scheduled for this year of industrial wares from Germany, Poland, Italy and Austria, among others.

Nevertheless, Spain's economic development program for 1966-67 is expected to sustain a continuing market for capital installations in many basic industrial sectors such as food handling and distribution, construction, public works, public utilities, and transportation.

U.S.-MADE MACHINERY TURNS OUT THE GOODS at this Spanish auto factory. Despite efforts to slow the economic pace, Spain will remain a prime market for capital goods imports for many basic industries.



Firms which exhibited their products in an exposition of industrial and commercial refrigeration equipment held in Spain earlier this year reported record sales. The marketability of U.S. consumer goods was also well demonstrated in the special sale of U.S. goods, *Norteamerica en Galerias*, held by Spain's largest department store chain earlier this year.

Further opportunities for U.S. consumer goods may follow the opening of American retailing stores such as Sears and Roebuck and Woolworth's in the next two to three years.

The expectation of continued import growth is reinforced by the notable increase in Spain's number one foreign exchange earner—tourism. Tourist entries were up by 15% over 1965 levels.

Not well acquainted

Many U.S. firms have too little acquaintance with market factors to take full advantage of the sales opportunities Spain offers, not only for current sales, but for the possibility of evolving new auxiliary markets, and for demonstrating the utility of particular U.S. products which are presently unknown in Spain.

In their visits and missions to Spain, U.S. businessmen often limit their attention to Spain's principal business centers, such as Barcelona and Madrid, and may well overlook important developments in other areas of the country. The Government's regional development centers in such cities as Zaragoza, Sevilla, Burgos and Valladolid, for example, have had relatively little attention from U.S. businessmen.

Better planning will contribute to improved results, and preparations for visits should include consultations with the nearest Department of Commerce Field Office and Spanish Consulate or trade office in the U.S. The Spain-U.S. Chamber of Commerce in New York, and the American Chamber of Commerce in Spain, located in Barcelona, can provide valuable references and guidance on particular items.

Opportunities remain very favorable for near-term sales of U.S. goods in Spain, and for joint ventures with Spanish businesses in the continued development of the country's economy.

Costa Rica continues post-volcanic economic rally; imports soared over 29% to record levels in '65

However, U.S. market share continued steady decline—is now 40%; persistent budget deficit hampers nation's recovery effort

During the first quarter of 1966, Costa Rica's economy continued to expand at the 7.5% rate achieved during 1965. The present period of prosperity developed following the end of the Irazu volcano eruption and the recovery of coffee production.

Tight credit was the main factor limiting acceleration of the boom, nonetheless, January-February retail sales were 6% higher than during the same two months of 1965. Costa Rican imports jumped 29% to record levels in 1965.

Several trade missions visited Costa Rica and two bilateral agreements were concluded in the first quarter of 1966. Two trade promotion groups from the United States, the Timber Products Manufacturers Association and the Dallas and Fort Worth Chambers of Commerce, visited Costa Rica.

A joint French-Belgian Trade Mission and a London Chamber of Commerce group also toured the country. The Japanese Embassy transmitted offers from Japanese manufacturers to finance rice harvesting and processing machinery. They also indicated that several rice exporters would visit Costa Rica this year.

A two-man resident Polish trade office was established in March, and trade agreements were concluded with Poland and Yugoslavia. The Mexican President focused his country's interest on the Central American area during his state visit in January.

Record pace

Costa Rican imports reached a record level of $178.2 million in 1965, compared with $138.6 million in 1964. During the final quarter of 1965, imports were $52 million—up 12% from the preceding quarter and 20% from the same quarter in the preceding year.

The most rapidly increasing imports in the fourth quarter 1965 were household electrical appliances and construction, industrial and agricultural equipment.

The U.S. share of the rapidly expanding Costa Rican market continued to drop sharply in 1965 although total U.S. sales rose 11% from the preceding year. Before 1963, more than half of imports were supplied by the United States. Then the U.S. share dropped to 48% in 1963, to 46% in 1964, and to a low of 40% in 1965.

Europeans have been making heavy use of medium-term supplier guarantees from Costa Rica's commercial banks. The Japanese have been increasing their share of the market by concentrating on personal contact and aggressive selling efforts.

Part of the decline in the U.S. share is also attributable to increasing Costa Rican imports from other CACM countries which nearly doubled in 1965—totaling $15.3 million compared to $8.3 million in 1964.

Didn't keep pace

The rapid increase in Costa Rican imports was not matched by a similar increase in exports, and a potentially dangerous balance of payments situation resulted. Total exports dipped slightly in 1965, to $112.3 million from $113.8 million in 1964. Exports to the CACM countries also increased, but a faster increase in the level of imports reduced the favorable trade balance with the CACM countries from $7.1 million to $2.8 million.

The total trade deficit for 1965 was $66 million, an increase of $37 million since 1963. It was covered largely by drawings on long-term foreign loans and by private foreign investment.

To control the balance of payments gap, the authorities have adopted a policy of credit restraint, reducing by 3% ($3.6 million) the outstanding commercial bank loans during the first quarter. Loans had increased by $2.4 million in the first quarter of 1965. The credit program of the Central Bank provides for a limited increase in commercial bank loans of 10% ($15.8 million) in 1966.

Gross reserves of $23.7 million at the end of the quarter had not increased substantially despite seasonally high coffee receipts, principally because short-term loans of the Central Bank and the commercial banks were repaid. Preliminary figures for January of 1966 show a sharp fall in the import level for that month.

The recurrent budget deficit of the national government persisted. Although government receipts, including borrowings, in the first quarter were $4.1 million more than in the same period of the preceding year, expenditures increased by $6 million. According to official figures the total public debt increased by $19 million in 1965, or 16%. Most of the increase, $16.2 million, was internal debt.

President-elect Jose Joaquin Trejos, inaugurated on May 8, said that the budget deficit is Costa Rica's major problem. Speedy resolution of the fiscal problem is complicated by the present division of political control, with the Executive in the hands of the Coalition Party and the Legislature still controlled by the National Liberation Party (29 of 57 Assembly seats).

Still optimistic

There is optimism in Costa Rica despite the country's fiscal and monetary problems. Retail and wholesale sales continued at record high levels, with a lighter than usual post-Christmas letdown. Retail sales were 6% higher in January and February than a year earlier.

A construction boom which has been in progress for several months seems likely to continue and perhaps intensify during the remainder of 1966. In January and February prices were slightly lower than in the corresponding months of 1965, apparently due to the increased competition from CACM imports, increased production of fruits and dairy products, and bulk purchases of food products by a recently formed cooperative for distribution by its small member stores.

The gross national product (GNP) was $590 million in 1965 compared with $549 million in 1964. Real purchasing power increased sharply in 1965, because prices were stable and the rate of population growth was 3.8% while the GNP grew 7.6%.

The liberal industrial incentives, including tax concessions and customs exemptions, were partly responsible for the economic expansion in 1965 and were particularly evident in the 10% rise in industrial production.

Eighty-one new industrial contracts had been signed by the Ministry of Industry and Commerce by April 30, com-

pared with 118 for the entire year 1965. However, the signing of a contract does not necessarily mean that a plant will be built; some contracts are arranged by lawyers and speculators who then try to find investors. The major contracts signed in 1966 included: a dehydrated food plant—$2,660,000; a textile plant —$750,000; an electrical components plant—$720,000; and a hydraulic pump plant—$451,000.

The site for Costa Rica's first industrial development park has been selected 20 kilometers from San Jose, adjacent to the airport superhighway. The project will be under the jurisdiction of the autonomous agency in charge of housing and urban development, INVU. The Costa Rican Government hopes to obtain a $2 million loan from the Central American Bank for Economic Integration for the first phase in developing the industrial park.

First stage finished

There were several significant developments in the Limon region on the Atlantic side of Costa Rica, including completion of the first segment of the Tortuguero Canal. The segment is three kilometers in length and connects the Matina River and Urpiano Lagoon. It is one of several Canal links to connect a series of lagoons and bayous along the Caribbean Coast between Port Limon and the Barra Colorado mouth of the San Juan river near the Nicaraguan border.

The project also includes a barge canal to connect the Siquirres, 20 miles inland and the terminus of a road from San Jose. When the Tortuquero links between the Pacuare mouth and Port Limon are completed, a truck trailer could be off loaded at Limon, floated to Siquirres, hooked to a truck and driven to San Jose.

The Ministry of Transport has completed the engineering work on one-fifth of the 50-kilometer gap in the San Jose-Limon road. The Ministry contracted a local engineering firm to study possible routes between San Jose and Guapiles in Limon Province.

A new banana company was organized in the Atlantic area to develop 7,500 acres with an investment of over $3 million including a 20-mile rail line and access roads. Two U.S. banana companies are already carrying out development plans in the Atlantic region, while another is expanding its Pacific Coast banana operations. Banana production is expected to increase by as much as 15% annually during the next few years.

Colombia's livestock program assisted by $16.7 million loan

World Bank helps first stage of 10-year pilot operation

The World Bank has approved a loan equivalent to $16.7 million to Colombia to assist in financing the first stage of a 10-year livestock development program.

Essentially a pilot operation, the project will be the first step toward developing Colombia's large potential for more and better beef, dairy products and wool through more efficient and widespread production.

The project was drawn up by a mission under the cooperative program of the Bank and the United Nations Food and Agriculture Organization. It covers the first three years of a 10-year program which aims to improve the beef cattle, dairy cattle and sheep industry. The first stage is directed mainly at on-farm improvements, such as land clearance, fencing, water supplies, stockhandling facilities and the improvement of pastures and breeding stock. It is expected that operators of about 900 beef cattle ranches, 250 dairy farms and 35 sheep farms will participate.

It is estimated that, by the end of 14 years, the farms participating in this first stage of the program will be able to increase production by about 58,000 tons of beef (liveweight), 63,000 tons of milk or its equivalent in milk products, and 400 tons of fine wool, with a gross value equivalent to $32 million.

Autonomous administrator

The project will be organized and administered by the Caja de Credito Agrario, Industrial y Minero, an autonomous credit institution which is essentially engaged in agricultural lending. A special livestock development department, headed by a technical director with a small staff of experts, will be set up for this purpose within the Caja. The Government will make the proceeds of the Bank loan available to the Caja which, in turn, will extend credits to participants.

The project calls for an investment equivalent to about $28 million during the three years. The Bank loan will cover 60% of the total; the balance will be provided by the Caja (22%), participating farmers and dairy cooperatives (18%). About 90% of the total will be for farm development; the balance will cover the costs of contractors' machinery, equipment and supplies for dairy cooperatives and technical services. Domestic and imported goods required will be procured through normal trade channels.

The Bank loan will be for 18 years and bear interest at the rate of 6% per annum. Amortization will begin Sept. 15, 1972.

Paraguay to finance development studies with $700,000 loan

National planning agency selects 50 project ideas for evaluation

The Inter-American Development Bank (IDB) has approved a $700,000 loan to the Republic of Paraguay.

This money, together with $300,000 in local contributions, is for the use of the Banco Nacional de Fomento, Paraguay's national development agency. It will finance preinvestment studies for the country's development.

Seventy percent of the funds will be used for studies of specific private and public development projects. The remainder of the funds will be alloted to prepare general studies, more regional in scope.

Paraguay's planning agency, the Secretaria Técnica de Planificación, has already selected some 50 project ideas which merit study. Thirty-six specific projects selected by the planning agency deal with the construction, improvement, and maintenance of roads, national electrification programs and industrialization of agricultural products.

The 14 general studies relating to the development of numerous geographic areas in the country include a plan for nationwide municipal development; expansion of industrial crops; studies to bring about more extensive use of Paraguay's natural resources; livestock development in the Chaco region; farm improvement in central Paraguay and the evaluation of the nation's water and mineral resources.

These preinvestment studies will provide the necessary basis for achieving the 1967-68 goals of Paraguay's National Development Plan. The IDB may serve as the country's financial agent in mobilizing the external resources necessary to carry out the plan.

India liberalizes imports

New measures intended to increase industrial production; priority is on capital goods

The Indian Government has significantly liberalized imports of much-needed industrial raw materials, components, and spares.

These measures are aimed at increased industrial production, with highest priority on capital goods producing and export industries. At the same time, special arrangements are being made to import fertilizers, pesticides, sulphur, and rock phosphate in large quantities in order to support a rapid expansion of agricultural production. The liberalization presently does not extend to capital goods imports.

Special provision is made for the production requirements of 59 priority industries, including important export industries, capital building industries, and certain essential consumer industries. (See box.) These priority industries will be provided with immediate facilities to import raw materials, components, and spares required for production up to full capacity for six months.

For other industries, import allocations will be made according to exchange availabilities and product essentiality. Small-scale industrial units making the same products as priority industries will be licensed immediately for three times the value of licenses received in 1964-65 (April 1-March 31). Other small-scale industrial units will be licensed at twice the level of 1964-65.

Copper, zinc licensing

Imports of copper and zinc, previously channeled through the Government's Minerals and Metals Trading Corporation, now will be licensed directly to actual user industries as well.

Imports of certain raw materials needed for export production—raw hides and skins, tanning substances, and cashew nuts—will be allowed on open general licenses valid, for the present, until March 31, 1967. Additional measures to provide, on a priority basis, for the requirements of other export industries are to be announced separately.

Under recent import restrictions, a substantial volume of industrial, earth-moving, construction, and other equipment has been underutilized because of shortages of imported spare parts.

To meet these requirements, the Government proposes to license freely, to both actual users and established importers (traders), imports from the United States of a wide range of spare parts other than types banned because of domestic availability. Quotas for established importers for imports of spare parts from other sources are also being raised.

Established importer quotas for drugs and books are being increased, with provision for freely issuing supplementary licenses for technical and scientific books.

According to the June 21 announcement, which characterizes these measures as a first step, additional import liberalization measures may be issued subsequently.

Priority industries for import licensing

1) motor cycles; 2) scooters; 3) bicycles; 4) mopeds; 5) agricultural tractors; 6) agricultural machinery and implements; 7) pumps; 8) fertilizers; 9) pesticides; 10) basic metal (iron and steel, copper, aluminum, zinc, and lead); 11) iron and steel castings and forgings; 12) industrial and mining machinery; 13) internal combustion engines; 14) machine tools and accessories; 15) workshop machinery and equipment; 16) small tools, including cutting tools, power tools, and other workshop tools; 17) coated and bonded abrasives and polishing wheels; 18) industrial furnaces; 19) welding electrodes; 20) ball and roller bearings; 21) transformers, switchgears, motors, generators, power capacitors, rectifiers, relays, and electric stampings; 22) electrical cables and wires; 23) storage batteries and dry batteries; 24) electronic components; 25) construction and earth-moving equipment; 26) cranes and hoist blocks; 27) industrial fasteners; 28) wire ropes; 29) scientific and industrial instruments; 30) cement; 31) organic and inorganic heavy chemicals; 32) fine chemicals; 33) pulp, paper, and newsprint; 34) synthetic rubber; 35) tires and tubes; 36) industrial explosives; 37) industrial gases; 38) drugs; 39) medical and surgical equipment and appliances; 40) electro-medical and X-ray equipment; 41) refractories, fire bricks, and insulators; 42) commercial vehicles including jeeps and three wheelers; 43) automobile ancillaries; 44) trawlers, dredgers, and fishing boats; 45) leather and leather goods; 46) optical and laboratory glass and glass wool; 47) jute textiles; 48) tea; 49) coffee; 50) canned and preserved fish; 51) sanitary cans; 52) paints, varnishes, and enamels; 53) man-made fibers; 54) matches; 55) telecommunications equipment; 56) wagons; 57) industrial refrigeration equipment; 58) sugar; and 59) cotton textiles.

Iraqi Government amends minerals law

The Government of Iraq has established a Directorate General of Mineral and Geological Survey within the Ministry of Oil.

The legislation transfers responsibility for geological and mineral surveys from the Ministry of Industry to the Ministry of Oil, amending, in part, the Minerals and Stone Quarries Law of 1962. It also provides that the "Minister of Oil, may with the approval of the Council of Ministers . . . enter into contracts with any party, company or establishment to handle operations connected with mineral search and exploration in Iraq and to grant it a one year renewable concession."

The new Directorate General will handle relations with companies seeking concessions for the mining of sulphur and phosphates in Iraq.

Central American Common Market dropped internal tariffs on 93% of local goods in first five years

CACM Industrial Encouragement Law may be passed this year; Commerce Booklet is useful guide to trade and investment

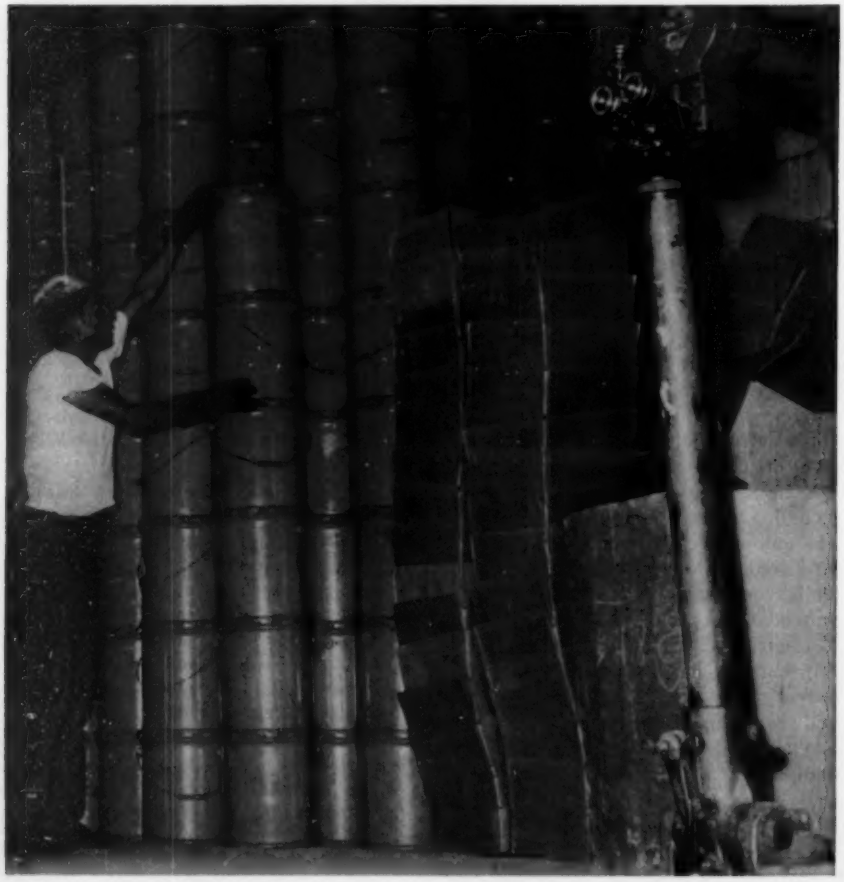
The Central American Common Market has achieved free trade on 93.6% of the items on the area's tariff schedule since the General Treaty on Central American Economic Integration was signed five years ago, according to the organization's permanent secretariat.

The privilege of free trade within the area is limited to goods of Central American origin.

There should be some increase in trade within Central America as a result of the latest removals, but no great upsurge, as many of the restrictions removed in June were not onerous. The restrictions which expired took the form of customs duties, fixed import quotas, and flexible import and export controls.

In many cases the removal of the duties was the last stage in a progressive reduction over a five year period, and the import quotas had generally been enlarged over the same period.

TARIFFS HAVE BEEN ELIMINATED ON 93% OF LOCALLY-MADE goods moving within the Central American Common Market, including the output of this Sherwin-Williams paint factory in El Salvador.



The greater part of the restrictions removed affected trade in textiles, garments, and foodstuffs. Even though no sharp increases in trade are expected to result, their elimination will reduce the cost of doing business in the items affected and will lessen the paperwork involved in the movement of goods across CACM borders.

Restrictions remain on only 27 items, and on only six items do all Central American countries apply restrictions. They are sugar, coffee, distilled beverages, ethyl alcohol, wheat flour, and refined petroleum products.

Restrictions on such items as cheese, macaroni, bakery products, cigars, cigarettes, cotton, paper and paper products, and glass bottles are in effect between one or more pairs of countries.

The 1964 value of regional trade in these items was $5.2 million, of which $4.2 million was in refined petroleum products, most of which moved from El Salvador to Guatemala. This trade will probably register a sharp drop by the end of 1966 due to the recent enlargement of Guatemala's refining capacity.

Trade in sugar, the next most important item, was valued at $532,000 in 1964, practically all of which moved from Nicaragua to Honduras. As Honduras has now achieved self-sufficiency in sugar production, this trade will also decline. The only other significant item still under restriction is paper, of which Guatemala sold $272,000 worth to Nicaragua in 1964.

Negotiations planned

The Central American authorities will hold negotiations later this year in an effort to further reduce the list of items under restriction. However, a few products are likely to remain under control for some time. These include coffee and sugar, which are also subject to international agreements; rum and ethyl alcohol, which are important revenue sources to the national governments; and refined petroleum products since each country has developed its own refining capacity.

A growing number of U.S. and other foreign firms have been attracted by the free trade movement within the CACM and the number of new investments, joint ventures, and licensing agreements continues to grow. The CACM Industrial Encouragement Law may well become effective this year and a Protocol on Assembly Industries will probably be written.

Trade and Invest in Central America is available for 60c from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Tax teams from U.S. assisting Latin lands to bolster systems

Better collections will help nations with local funds needed to complement outside grants of Alliance for Progress program

Modernization of tax laws and particularly establishment of more effective enforcement measures throughout Latin America have radically improved the economic outlook in a number of countries there. Specialists from the U.S. have assisted in this process.

The procedures have served to curb inflation and better the climate for domestic and foreign private enterprise. They have made it possible to raise the level of tax revenue and enable Latin American governments to provide the local funds needed to go along with the outside assistance provided under the Alliance for Progress program.

The vital contribution that sound administration makes to a nation's tax system was emphasized by U.S. Secretary of Treasury Henry H. Fowler in a recent talk to Latin American tax officials.

"The wisest tax laws, as we all know, mean very little unless they are administered effectively," he said. "In absence of good administration, a tax law represents very little more than a high-sounding, hollow expression of economic or political policy."

Alliance spurred reforms

The improvements made by Central and South American countries in their tax system stem from the Alliance for Progress launched in 1961. The 10-year development plan for Latin America drawn up at that time set tax reform as one of its major goals.

The Agency for International Development in cooperation with the Internal Revenue Service has supplied technical assistance in the form of tax administration teams in 15 countries.

With AID providing the funds and IRS the tax experts, the U.S. teams give advice and assistance a particular nation might require to make its tax administration more efficient, productive and equitable.

While results are not achieved overnight, considerable progress has been made. The following table shows the tax revenue increase for those countries where the currency has remained stable.

Total Tax Revenue Collections (in millions of $U.S.)

	1963	*1964*	*1965*
Guatemala	91.1	102.7	118.8
Costa Rica	50.5	56.7	65.2
El Salvador	66.2	79.8	84.9
Nicaragua	19.0	26.9	32.9
Panama	55.0	59.6	70.0
Paraguay	30.0	31.9	42.2
Ecuador	132.9	158.9	191.3 (est.)
Peru	351.8	432.8 (prelim.)	507.4 (est.)

The 1965 increase in El Salvador is significant because it was achieved in spite of the severe 1965 earthquake which disrupted the economy.

In countries where inflation has been a factor, part of the rise in tax collections is due to improved tax administration. In Chile, for example, tax receipts rose in two years from 13.8% of gross national product to 16.5%. And it is in Chile that the first successful prosecutions for tax fraud have taken place. Audits of returns have raised additional assessments 600% in three years.

Tax help is offered only to those countries specifically requesting it. When such a call comes in—generally through the AID mission—IRS conducts a survey to identify the nature and scope of tax administration problems involved, the objectives for overcoming them, and the advisability of rendering a tax advisory team.

When a tax team enters a country, IRS experts act strictly in an advisory capacity. The responsibility and authority to make decisions remain with the host country.

Varying sizes

The size of a tax team varies from one man to seven or eight, depending on the goals of the program. The overall objective could be to improve every aspect of tax administration or only such phases as returns, collection, enforcement, training, public information or taxpayer education.

IRS also aids foreign tax officials in training and orientation—either on an individual or group basis. Individual programs are tailored to a special need, while group sessions involve representa-

ADDRESSING LATIN AMERICAN TAX CHIEFS in Washington recently was Lincoln Gordon (left), Assistant Secretary of State for Inter-American Affairs. With him are Treasury Secretary Henry H. Fowler (center), and Sheldon S. Cohen (right), Commissioner of Internal Revenue. Latin American nations have invited U.S. tax teams to study and advise them on tax administration matters and enforcement procedures.

tives from eight to ten countries in a six to ten week course.

A new development is the IRS mobile audit training team. The goal is to provide intensive on-site training to revenue agents in such areas as accounting principles and the examination of tax returns. The teams also train local agents who in turn teach others.

Examples cited

In addition to statistics previously listed, the following are cited as examples of tax reform in Latin America resulting from IRS-AID cooperation:

Panama increased delinquent tax collections 130% in 1965; additional assessments from enforcement rose from $1.7 million in 1964 to $2.5 million in 1965 and over $6 million of the $10.5 million tax revenue increase in 1965 was directly attributable to tax reform and improved tax administration.

In Ecuador, a widespread publicity and taxpayer assistance program upped the number of returns filed from 27,000 in 1964 to 60,000 in 1965.

In Peru, a pilot delinquent-return program produced 1,400 returns involving nearly $500,000. The six people assigned to this program will be joined by 23 more this year.

Uruguay seized the assets of three businessmen to satisfy long-overdue tax obligations. As a result of publicity given to this action, others who owe back taxes are declaring their debts and paying them.

Colombia netted over three million pesos in a delinquent tax program that cost only 138,000 pesos to administer.

Permanent centers

Of the 15 Latin nations participating in the program, permanent training sections have been established in 11; public education and taxpayer assistance is being carried on by 10; return examination programs are in operation in 10; delinquent tax programs have been adopted by nine, and failure to file are being investigated in eight countries.

While Latin America is receiving primary attention from the U.S. tax assistance staff, aid is being offered to other countries as manpower permits. The Philippines, Korea and India are presently receiving such help.

For IRS, Harold Moss is in charge of the Foreign Tax Assistance Staff. He worked with Japanese officials in the rebuilding of that nation's tax system after World War II, and half of his 32 years with the IRS have been spent overseas.

Tariff Commission reports on trade in sheet glass

Consumption and imports smaller; production, shipments unchanged

The Tariff Commission, in a report sent to the President on recent developments in the trade in sheet glass, has observed that the apparent U.S. consumption of such glass was slightly smaller in 1965 than in 1964.

U.S. production, shipments by U.S. producers, and employment in the U.S. production of sheet glass were virtually unchanged from 1964. Imports of sheet glass were significantly smaller in 1965 than in 1964.

Prices of sheet glass, which were subject to selective declines during late 1964 and the first half of 1965, advanced moderately during early 1966. The prices prevailing last May 1, however, were still generally lower than those on Nov. 1, 1964.

The smallest domestic sheet glass concern came under new ownership early in 1966, and the new owner closed the plant shortly thereafter.

During 1965, one domestic producer converted one of its two sheet glass furnaces to the production of float glass. Another began construction of a new sheet glass plant in California early in 1966.

Under the escape-clause procedure of the Trade Agreements Extension Act of 1951, the President increased duty rates for sheet glass in June 1962.

For a copy of the Commission's report, **write:** Secretary, U.S. Tariff Commission, 8th and E Sts., NW., Washington, D.C. 20436.

Tokyo electronics dealer loses U.S. export privileges

Tokyo Seidensha Co., Ltd., a Tokyo firm which deals in electronic equipment, has been denied U.S. export privileges for 60 days, for failure to account satisfactorily for the disposition of U.S.-origin electronic items.

The Department of Commerce's Bureau of International Commerce (BIC) said that in recent months the firm has received substantial quantities of strategic electronic items which were exported from the U.S. for ultimate use in Japan, and has not satisfactorily accounted for their disposition in conformity with U.S. export regulations.

The firm has on order additional quantities of similar items.

BIC said that it has reason to believe that the goods already received have been reexported contrary to the export regulations, and that if the firm receives the goods now on order, they will be disposed of in similar manner.

The 60-day temporary order, which is subject to extension, was entered to prevent possible diversions or other violations while the BIC investigation continues.

All outstanding validated licenses in which the firm has an interest are cancelled; the order applies to its employees, agents and representatives. U.S. export regulations provide that, without authorization from the Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges, in commodities exported from the U.S.

Trading firm in Germany denied U.S. export rights

The firm Delektra G.m.b.H., of Pinneberg-Rellingen, Germany, has been denied all U.S. export privileges for seeking to assist an associated company in evading sanctions imposed by the Department of Commerce. The denial order is effective immediately.

According to the Department's Bureau of International Commerce (BIC), Delektra was formed early this year by K. B. Byrrild-Steffensen of Hamburg and his wife Olga. In 1959 Byrrild-Steffensen was denied U.S. export privileges for the duration of export controls because of serious U.S. export control violations involving transshipment of electronic equipment to unauthorized destinations.

The new firm, BIC said, has taken steps to handle U.S.-origin electronic items. To prevent Byrrild-Steffensen from evading the terms of the denial order by operating through Delektra, that firm has been named as a related party to him.

All restrictions of the denial order against Byrrild-Steffensen are also applicable to Delektra. U.S. export regulations provide that without authorization from the Department of Commerce, no person may trade with a party who has been denied U.S. export privileges in commodities exported or to be exported from the U.S.

Investment Opportunities

Brazilian market chain wants partner

A 15-unit Rio de Janerio supermarket chain seeks to expand operations through a joint venture with an experienced U.S. supermarket chain operator.

Along with merchandising know-how and supermarket managerial expertise, $2 million is requested of the U.S. participant. Expansion would involve construction of two large new supermarkets. The U.S. partner would be offered up to 40% interest in the company.

Established in 1955, the Brazilian company is reported to be one of the three largest supermarket chains in the country. It operates 15 supermarkets in the greater Rio de Janiero area and has about 450 employees.

Controlling interest in the company was purchased in 1965 by a Brazilian businessman with an extensive background in the food business. He currently owns smaller chain of grocery stores which reportedly will be merged with the Rio chain.

Interested U.S. firms may wish to study Brazil's foreign investment law covering remittance of profits. An English language copy, entitled "Brazilian Foreign Investment Law, Decree 55762," is available without charge from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C.

Write: Bureau of International Commerce, Office of International Investment, 878, Department of Commerce, Washington, D.C. 20230

Australian requests license to make building equipment

A large, well established Australian firm seeks a licensing arrangement with a U.S. producer to manufacture and/or market building industry products and building equipment for distribution in Australia, New Zealand and South East Asia.

The firm wants licensing rights on products which would implement its present production of tubular scaffolding, steel and plywood formwork, pre-stressing wire, metal framing, cable trays, roof trusses and spot welding guns. In addition, the firm would consider the manufacture under license of any U.S. product within its capabilities which has a potential Australian market of $1 million or more.

The managing director of the firm, A. W. L. Adler, is scheduled to visit the U.S. from mid-July to mid-August and is prepared to discuss in detail his firm's interest in manufacturing specific U.S. products under license with U.S. companies. (See p. 31). To obtain additional information concerning this proposal and to arrange an appointment, **write:** R. S. Dodds, Secretary, New South Wales Centre, 680 Fifth Ave., New York, N.Y. 10019.

Afghanistan firm wants hide pickling, tanning plant

An Afghanistan trading firm proposes a joint venture to establish a plant for the pickling and tanning of sheep and goat skins, and cow hides.

The U.S. company is asked for capital and technical know-how. The firm favors a facility capable of handling 3,000 hides and skins a year.

Established in 1956, the firm imports machinery and textiles and exports cotton and rugs. In addition, it is engaged in cotton ginning and cotton seed oil processing. Reportedly, the company has approximately 400 employees.

Write: Said Shah, President, Bakhtar Industrial Agency, Balkh Gate, Mazar-i-Sharif, Afghanistan. WTD.

ELECTRONIC PRODUCTS

A British company currently manufacturing all types of transducers, control systems for hydraulic fatigue, and specialized electronic parts for aircraft control systems seeks a license to make such electronic products as plotters, waveform generators and digital and analog measuring instruments.

Write: Boulton Paul Electronics, Boulton Paul Aircraft, Ltd., Wolverhampton, England. WTD.

HEATING EQUIPMENT

A British manufacturer of steel radiators for heating systems seeks a license or joint venture with a U.S. firm to make the latest types of heating equipment.

The firm claims to have adequate financial resources, engineering experience and land for expansion if required.

Write: Hull Steel Radiators, Ltd., Hedon Road, Yorkshire, England. WTD.

Swaziland requests expertise on fruit

The Government of Swaziland seeks an experienced U.S. firm to participate in a venture to expand the country's citrus and pineapple growing and processing industries.

The U.S. company is asked to provide technical know-how, managerial expertise and some capital. The Government is also interested in sharing the costs of a feasibility study of the projected expansion with the U.S. company supplying technical assistance.

The proposal involves development of several thousand acres of land in the Malkerns region, which is close to both Mbabane and Manzini and approximately 150 miles from the port of Lourenco Marques. Climatic and soil conditions are reported suitable for a wide range of crops including such sub-tropical fruits as guava, pawpaw, and avocado. About 160,000 citrus trees, mainly oranges, have been planted in the area and there are approximately 1,500 acres devoted to pineapple. A pineapple canning plant is already in operation but fresh citrus is exported to South Africa for processing. Expansion of the citrus crop calls for local processing facilities.

Reportedly, the fruit growing area is served by a new railroad and a trans territorial highway. Water, electric power and land are also available.

The Swaziland Agricultural Department has information and studies available for interested U.S. firms, including a brochure, "Citrus in Swaziland", a bulletin on "Pineapple Production in Swaziland" and a "Schedule of acreages in the Malkerns Valley". Firms interested in these studies and additional information should **write:** Director of Agriculture, Department of Agriculture, P.O. Box 162, Mbabane, Swaziland.★

FISHERIES, FROZEN FISH

A Johannesburg commercial fishing firm seeks a joint venture with an experienced U.S. company to establish a fishing fleet and build a processing operation at Luderitz Harbor in South-West Africa.

Write: Offshore Fishing and Allied Industries S.W.A., Ltd., 908 Sarb House, 80 Commissioner St., Johannesburg, South Africa. WTD.

Technical assistance asked for Ceylonese milk plant

Ceylon's National Milk Board would like to negotiate some form of technical assistance or management service agreement possibly up to five years or more with an experienced U.S. manufacturer of condensed milk.

Under an aid grant from New Zealand, the Ceylonese Government has begun construction of a condensed milk plant at Polonnaruwa. Imported powdered skimmed milk and butterfat will be reconstituted to represent 90% of raw material for the condensed milk. The other 10% will consist of local fresh milk, to be introduced to the manufacturing process during recombining.

The National Milk Board is not sure of the feasibility of introducing fresh milk in the recombining process and seeks the technical and, if necessary, management service advice of an experienced U.S. manufacturer in addition to the year's technical know-how assistance it will receive from New Zealand.

Write: General Manager, National Milk Board, P.O. Box 1155, Colombo, Ceylon.★

Mexican requests license to manufacture cosmetics

A Mexico City manufacturer of cosmetics and beauty preparations seeks a licensing arrangement with a U.S. firm to make these products in Mexico.

The firm claims to have adequate facilities for volume production and is particularly interested in the custom packaging of cosmetics. It currently wholesales its products in Mexico and Venezuela and exports bulk cosmetics.

Mexican import duties reportedly make it difficult to ship packaged cosmetics and related products into the country for distribution.

Write: Laboratorios FAR-BEL, S. A., Calzada Mexico-Coyoacan No. 343, Mexico, D.F., Mexico. WTD.

British Honduras proposes charter boat service

An opportunity exists in Belize City for the establishment of a charter boat fishing service to take tourists to the fishing grounds situated in the offshore cays and adjoining rivers.

Currently, there is no satisfactory "charter boat" or "open party" boat service for visiting tourists. Charter boats could be either built in British Honduras or brought down from the U.S. as deck cargo or under their own power.

According to the Belize Tourist Organization, tourism has enjoyed a steady 20% annual growth over the past five years, with fishing a major attraction. The organization also believes improvement in transportation facilities will bring a greater number of tourists to Belize City in the future.

Write: Belize Tourism Organization, P.O. 324, Belize City, British Honduras.

FARM MACHINERY

A license to manufacture harvesting machines, fork lift attachments and mechanized handling equipment for home building is sought by a British producer of railroad equipment, dump trucks and narrow gauge diesel locomotives.

Write: Motor Rail Ltd., 16 Elstow Road, Bedford, England. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes avilable.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-916), Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

Turkey's private industries get $25 million development boost from World Bank, IDA

The World Bank and its affiliate, the International Development Association (IDA), are making available the equivalent of $25 million to a privately-owned development finance company in Turkey. A World Bank loan of $10 million has been approved for Turkiye Sinai Kalkinma Bankasi A.S. (TSKB)—the Industrial Development Bank of Turkey—and an IDA credit of $15 million to the Government of Turkey which will be relent to TSKB.

These funds will provide a substantial part of the foreign exchange which TSKB expects to need over approximately the next two years for its loans to private industrial enterprises in Turkey.

TSKB's operations are making a significant contribution to the growth of Turkish private industry, which is important to Turkey's continued economic development. The growth of industrial output is largely responsible for the 5.4% estimated increase in gross national product last year.

The private sector, which has responded vigorously to an improved climate in recent years, accounted for 60% of industrial output. TSKB is the only institutional source of long-term finance for industry, and provides about half the total credit for financing private manufacturing fixed assets.

Malaysian firm seeks aid in animal feed venture

A Malaysian firm seeks a joint venture with an experienced U.S. company to establish a plant for manufacturing animal feed.

Total cost of the project is estimated at $120,000. A U.S. firm is asked to provide machinery and technical know-how in return for a 49% interest in the proposed venture.

The firm plans to build the facility on a site in the State of Kelantan, where there reportedly is an abundance of raw materials for animal fodder.

A market survey report recently completed by the Ministry of Commerce and Industry in Kuala Lumpur will be made available by the Malaysian firm to interested U.S. companies upon request.

To receive a copy of this report and additional information, **write:** Tan Swee Chew, Van Heng Loong Co., (Malaysia), Ltd., 11 Jalan Sarawak, Kuala Lumpur, Malaysia. WTD.

World Trade Opportunities

SHAPE invites quotations on various test equipment

The Supreme Headquarters Allied Powers Europe (SHAPE) has issued Invitation to Bid No. 66-32 which calls for bids on various test equipment.

Bid deadline is Aug. 16 for submission of quotations on the following items:

Four oscilloscopes (one each DC 30, 35, 11 and 100 MC/S); four radio frequency signal generators (one AM/FM .15 -108 MC/S; one FM, 5 -20 MC/S, and two AM, .1 to 30 MC/S); two multimeters; three audio oscillators; four telegraph distortion measuring test equipment (one type A, three type B); one telegraph signal analyzer; four directional RF wattmeters; two RF coaxial load resistors; one meter calibrator; one electronic voltmeter (DC to UHF, type A); three electronic vacuum tube voltmeters, type B; one RF millivoltmeter; one SWR meter; two insulation testers; one transistor and diode tester; two telephone relay tests sets; frequency selective voltmeter; and one signal generator for facsimile receiver.

U.S. firms interested in submitting a quotation may obtain a copy of the invitation to bid, including the general conditions, bidding instructions and equipment specifications from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

Ceylon issues tender for supply of electronic needs

Ceylon's Ministry of Communications has issued tender No. 253, calling for the supply of electronic equipment to provide control, navigational and communications facilities for aircraft using the Katunayake International Airport.

Equipment shall consist of VHF aircraft approach control system, radar talk-down approach control, multi-channel VHF link, message distribution system, instrument landing system and dual beacon installation.

Bid deadline is Aug. 31 at the office of the Chairman, Tender Board, Ministry of Communications, Ceylinco House, 4th floor, Colombo, Ceylon.

Copies of the tender may be obtained from the Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.

Loan copies of the tender document are available to firms located in the United States from the U.S. Department of Commerce, Electronics Division, BDSA-658, Rm. 4125, Washington, D.C. 20230.

Ecuador seeks electrical distribution materials

The Instituto Ecuatoriano de Electrificacion is requesting bids on electrical distribution materials for the distribution systems of the towns of Salinas, La Libertad, Santa Elena and Ballenita, and for the interconnection lines La Libertad-Santa Elena and La Libertad-Salinas.

Materials and equipment wanted include aluminum conductors and conductor accessories, porcelain insulators, pole line hardware, sectionalizing equipment, distribution transformers, lighting control equipment, and street lighting equipment.

Bids should be received by the Instituto Ecuatoriano de Electrificacion, Avenida 10 de Agosto 817 (Casilla 2986), Quito no later than July 11.

A copy of the specifications is available for review only, not for loan, in the Power and Electrical Equipment Division, U.S. Department of Commerce, Rm. 4124, BDSA-662, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

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NATO project in Turkey is open to prequalifications

Construction of buildings, paving, electrical works, POL installations and miscellaneous related works is being tendered by Turkey's Ministry of Public Works. NATO Invitation to Bid (Reference D-6674) has a prequalification deadline of July 23.

The competition is open to U.S. firms certified eligible for NATO International Competitive Bidding (ICB) and cleared to handle NATO-SECRET documents. The cost of the project is estimated at $862,842.

In conjunction with the prequalification and declaration of interest, U.S. firms must complete and submit a specially designated Turkish Government questionnaire.

A copy of the notification for call for bids and a copy of the questionnaire may be obtained by writing or calling the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. Telephone 202-WO 7-4674.

Bidders must prequalify to bid on Turkey's radio link project and multiplex needs

Turkey's Ministry of Communications, General Directorate of Post, Telegraph and Telephone is inviting firms to submit qualifications to bid on a radio-link project and the installation of frequency division multiplex equipment.

The system shall consist of approximately 14 stations over a span of approximately 800 kilometers (500 miles). The radio-link shall consist of two RF channels in the frequency band of 4,000 Mc/s or 6,000 Mc/s and shall be transistorized. Multiplex equipment should have a channel capacity of 1,800 telephone circuits to augment an existing 120 channel Radio Link System.

Detailed specifications and bid documents will be sent to firms who qualify. Firms interested in bidding should send their qualifications no later than July 23 to: PTT Genel Mudurlugu, Teknik Isler Dairesi, Ankara, Turkey.

Copies of notification documents are available to firms located in the United States from the U.S. Department of Commerce, Electronics Division, BDSA-658, Rm. 4125, Washington, D.C. 20230.

Various equipment needed for Greek milk-cheese plant

The Agricultural Bank of Greece, Supplies Service, Supplies Section, 12-14 Karageorgi Servias St., Athens, has issued tender No. 1953 for the supply and installation of air conditioning and refrigeration machinery, as well as milk processing machinery for the milk-cheese plant to be built in Gastouni. The milk plant will have a capacity of 30 tons of milk daily.

Equipment required includes a milk container conveyor, tanks, pasteurizing units, bottle washing units, pumps, and cheese making units.

Bid deadline is Aug. 3.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the U.S. Department of Commerce, GIEC Division, BDSA-588, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Norwegian building project open to NATO-certified bids

The Norwegian Defense Construction Service intends to call for bids on the construction of three buildings at Bodo, North Norway and the installation of sanitary, heating, ventilating, and electrical systems. Total cost of the project is estimated at 2.3 million kroner (Kr 7.15 = U.S. $1).

U.S. construction firms which have been certified eligible to participate in NATO International Competitive Bidding (ICB) are invited to formally express their desire to be invited to tender by July 20.

Further details regarding this project as well as information about certification for NATO-ICB eligibility may be obtained from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C., 20230. Telephone: 202-WO 7-4674.

World Trade Opportunities Con't to page 32

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-8120, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

151 General building contractors

● **KUWAIT**—Construction and completion of estimated $2 million physio and radioactive therapy center at Sabah Hospital. Tender No. QS/T-63/159, deadline Aug. 6 to submit bids through Kuwait contractors registered with Central Tenders Board in Categories 1 and 2. Tender documents available from the above Board, State of Kuwait upon payment of $114. Mail bids and accompanying guarantee of $98,000 to Ministry of Public Works, Kuwait. List of approved Kuwait contractors in Categories 1 through 4 available from U.S. Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. (Telephone: 202-967-3601).

162 Heavy construction

● **PERU**—12.5 miles construction of Olmos transandean tunnel to irrigate over 247,000 acres and provide electrical power in northern Peru. Project budget base is over $37 million. Financing to be provided by bidder. Work scheduled for completion in 72 months. Bid deadline 10 a.m. Sept. 28. Documents available through Aug. 27 for $373 by corresponding in Spanish to Direccion de Irrigacion, Ministerio de Fomento y Obras Publicas, Lima.

● **PHILIPPINES**—Construction of proposed bridges for feeder mains at Manila, San Juan and Pasig, Rizal. Specifications, contract documents and plans available for $13 from: Office of the Acting Engineering Manager and Chief Engineer, National Waterworks and Sewerage Authority, 176 Arroceros, Manila. Sample set of documents can be examined in the U.S. Department of Commerce, BDSA-564, Rm. 4014, Washington, D.C. Deadline for submission of prequalification papers, in 5 copies, is Aug. 8; on tender Contract No. III-Br., bids must be submitted by 10 a.m. Sept. 7 on the prescribed NWSA Proposal Form in 5 copies accompanied by bond in the sum of 5% of bid. Plainly mark sealed bids "Proposal for the Construction of the Bridges for Feeder Mains at Manila, San Juan and Pasig, Rizal, Philippines, Contract No. III-Br." and mail to National Waterworks and Sewerage Authority, 176 Arroceros, Manila.

201 Meat products

TRINIDAD—All types of canned, cured, smoked, and frozen meats. Direct purchase and agency. Lee Lum & Co., Ltd. (importers, wholesaler, commission merchant), 31 Charlotte St., Port of Spain. WTD 5/18/66.

203 Canning, preserving food

TRINIDAD—All types of canned fruits, vegetables, fruit and vegetable juices; tomato sauces, preserves, jams and jellies. Direct purchase and agency. Lee Lum & Co., Ltd. (importers, wholesalers, commission merchants), 31 Charlotte St., Port of Spain. WTD 5/18/66.

220 Textile mill products

SWEDEN—Textile piece goods of cotton, wool, synthetic fibers for men's, women's, children's clothing; particularly stretch-fabrics. Direct purchase and agency. Kurt Boberg AB (agent), Kronhjortsgatan 4, Goteborg S. WTD 12/17/64.

222 Broad woven fabric mills, manmade fiber, silk

NEW ZEALAND—Textile furnishing fabrics in medium price ranges. Quotations and samples desired from firms prepared to grant sole agencies for New Zealand. Mr. M. Henry Lea, Managing Director, Sulphur and Chemical Importing Co. Ltd., P.O. Box 2294, Auckland. WTD 6/1/66.

229 Textile goods

ZAMBIA—Acid resistant cloth suitable for making men's trousers for workers in copper refining plants. Desire samples. Esquire Manufacturing Ltd. (manufacturer), P.O. Box 1955, Nyerere Rd., Kitwe. WTD in preparation.

242 Sawmills, planing mills

GREECE—Douglas fir, American black walnut, mahogany, yellow pine, oak in general including oak flooring. Requests descriptive literature and price lists. Direct purchase on exclusive basis and agency. Michel S. Stassinopoulos S.A., Timber Enterprises (importer, sales agent, wholesaler, retailer), 10 Aeschylu St., Athens 114. WTD 6/3/66.

259 Furniture, fixtures

FRANCE—Venetian blinds. Parts and supplies to be assembled in firm's plant. F.o.b. port of Marseille price desired. Request replies in French. Ets. Charles Cambi & Fils (manufacturer), 9 Rue Signoret, 13 Aix-en-Provence. WTD 6/8/66.

SWEDEN—Store fixtures, especially new products. Direct purchase and agency. C. M. Johansson & Co. AB (wholesaler, agent), Sodra Allegatan 2A, Goteborg SV. WTD 6/2/66.

262 Paper mills

VENEZUELA—Wallpaper for house decoration. Cometal, C.A. (importer, distributor, sales agent), Apartado 10, 156 Sabana Grande. Calle Los Apamates N°2, Sabana Grande, Caracas. WTD 6/2/66.

273 Books

TURKEY—Technical books in English in fields of medicine, agriculture and general science. Requests publishers' lists and catalogues. Ugur Kitabevi, Universite Karsisi (retailer), Bornova, Izmir. WTD 3/15/66.

281 Industrial chemicals

BRAZIL—Potassic, nitrogenous and phosphate chemical fertilizer materials. Direct purchase and agency. Granco Importacao Exportacao Representacoes Ltda. (agent), Avenida Rio Branco 156, 18° andar, sala 1838, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 10/28/65.

SWEDEN—Industrial chemicals for textile, paper, leather, and plastic industries. Forssman & Holmgren (importer, wholesaler), Marten Krakowgatan 3, Goteborg. WTD 6/9/66.

282 Synthetic materials

ITALY—Tablecloth and curtain material made of polyvinyl chloride. Griva Luigi (wholesaler), Via San Francesco da Paola, 37, Turin. WTD 5/31/66.

TOGO—Vitamins, multivitamins and other pharmaceutical preparations. Requests samples and quotations Lome. Direct purchase and agency. Requests replies in French. Pharmacie Quashie (importer), 27 Rue de Palime, B.P. 297, Lome. WTD 6/7/66.

283 Drugs

BELGIUM—Bulk pharmaceuticals for medical and veterinary purposes. Laboratoria Wolfs p.v.b.a. (importer, wholesaler, manufacturer, exporter), 70 Haantjeslei, Antwerp. WTD 2/5/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

BRAZIL—Dodecylbenszene (sulforrated base for detergents), approximately 40 tons a month. Sabino Oliveira Industrias S. A. (industry), Avenida Senador Lemos 3553, Belem, Para. WTD 5/9/66.

285 Paints, varnishes, lacquers, enamels

FRANCE—Paints of all categories (interior and exterior) and allied products for industrial uses and the building industry, for all surfaces and purposes; also paint pigments, raw materials, ingredients for paint and varnish manufacturers. Direct purchase and agency. S.A.A.T. (Societe Anonyme d'Applications Techniques) (dealer, sales agent), 9 Allees des Soupirs; 31—Toulouse, Haute-Garonne. WTD 5/31/66.

GERMANY—Mastic glazing compounds; elastomeric glazing compounds, TT-S-00227 and 00230, and ASA-A116.1-1960 (polysulfide basis, Thiokol); putty for steel windows. Requests price quotations f.a.s. American ports; request replies in German. Direct purchase and agency. Georg Horstmann KG. (importer, wholesaler), Postfach 587 or Werderstrasse 1, 46 Dortmund. WTD 6/6/66.

● **TURKEY**—Paint thinner, mineral spirits, 3,500 kg. Tender No. 966/3038, bid deadline July 18. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept.—Turkish Maritime Bank.)★ (Telephone: 202-WO 7-3512).

287 Agricultural chemicals

★★ **ETHIOPIA—Trade Mission**

Insecticides, herbicides. Ato Joseph Jacob (importer), c/o Gellatly, Hankey & Co., Asmara. WTD 3/9/66. TM 25.

● **IRAN**—Lindane, 25% W.P., 5,000 kgs.; malathion, 50% E.C., 17,500 ltrs.; dimethoate, 200/500 grs. active material in one litre equivalent to 6,000 kgs. active material or dimeton, 200/300 grams Isomer (P=O) thiole in per litre equivalent to 5,000 kgs. active material of Thiol Isomer; trichlorophon, 75/80% W.P. equivalent to 2,000 kgs. active material of trichlorophon or DDD, 45/55% W.P., equivalent to 2,000 kgs. active material. Bid deadline Aug. 27. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3910).

291 Petroleum refining

● **BURMA**—Lubricating oils and greases, quantities to cover needs during four three-month periods, Burmese fiscal year 1966/67. Tender No. PaYaLa/SaHsa/3, bid deadline July 15. Marketing Manager, People's Oil Industry, P.O. Box No. 1049, 622 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2355).

302 Rubber footwear

SWITZERLAND—Rubber footwear, boots, also sport boots and footwear. Gummi-Steiger AG (importer, distributor), Postfach 1963, 3001 Bern. WTD in preparation.

306 Fabricated rubber products

SWITZERLAND—Rubber products, all kinds, including hoses, rubber in plates and rubber sporting goods. Gummi-Steiger AG (importer, distributor), Postfach 1963, 3001 Bern. WTD in preparation.

307 Plastic products

SWITZERLAND—Plastic products, all kinds; also plastic sporting goods. Gummi-Steiger AG (importer, distributor), Postfach 1963, 3001 Bern. WTD in preparation.

311 Leather goods

SWEDEN—200,000 sq. ft. suede clothing splits as well as other types of leather and artificial leather. Direct purchase and agency. AB Elof Lindberg (importer, wholesaler, sales agent), Box 91, Orebro. WTD 6/8/66.

326 Pottery, related products

● **CEYLON**—Supply of 3,000 sets of 33 KV tension insulators; 1,000 sets of 11 KV tension insulators; 5,000 sets of 33 KV pin insulators; 5,000 sets low tension shakle insulators and 10,000 sets low tension insulators. Bid deadline July 26. The Chairman, Tender Board, Ministry of Land, Irrigation and Power, P.O. Box 500, Colombo, Ceylon. Copy of the specifications available for review only, not for loan, from the U.S. Department of Commerce, Power and Electrical Equipment Division Room 4124, BDSA-662, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **GREECE**—Supply of 53,500 guy insulators; 16,000 light type; 26,000 medium type; 11,500 heavy type. Tender No. DMKD-459, bid deadline not set. Public Power Corp., (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102, Greece.★ (Telephone: 202-WO 7-4241).

TRINIDAD—All types of china table and kitchen articles. Direct purchase and agency. Albert Farah & Co., Ltd. (importer, retailer), 33-36-38 High St., San Fernando. WTD 5/19/66.

329 Abrasive, asbestos, nonmetallic mineral products

MALAYSIA—Grinding wheels, sandpaper for use in machine shops. Direct purchase or agency. Frank Chee Ltd. (importer, wholesaler, retailer), 270 Jalan Pudu, Kuala Lumpur. WTD 6/2/66.

SWITZERLAND—Rubber and plastic joints and gaskets, all kinds. Gummi-Steiger AG (importer, distributor), Postfach 1963, 3001 Bern. WTD in preparation.

331 Steel mill products

● **BURMA**—Spring steel bars, 10 tons, ½″ and ⅞″ dia.; 60 tons flats, 3″ x ⅜″ to 4″ x ½″; 64 tons, 15/32″ to 1¼″. Spring steel wire, 19 tons 1 SWG to 10 SWG. Tender No. 324 (T)/CONST-BR/65/66, bid deadline July 20. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Plates and sheets, 339 tons, 14 items, size range 8′ x 4′ x 22 ga. to 8′ x 4′ x 1″. Tender No. 323 (T)/CONST-BR/65-66, bid deadline July 20. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Flat bars, 282 tons, 26 items, size range 1″ x ⅛″ x 20′ to 6″ x ⅝″ x 20′. Tender No. 322(T)/CONST-BR/65-66, bid deadline July 20. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Angles, bar size, 164 tons, 12 items, size range 1½″ x 1½″ x ¼″ to 6 x 3½″ x ½″. Tender No. 321 (T)/CONST-BR/65-66, bid deadline July 20. Chairman, Union of Burma Railway Board, Bogyoke Aung St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Bars, billets, rods, tin plate, wire mesh and expanded metal, 13 items, total weight approx. 50 tons. Tender No. 320 (T)/CONST-BR/65-66, bid deadline July 20. Chairman, Union of Burma Railway Board, Gogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-2363).

● **KENYA**—Track materials: Rails, pressed steel sleepers, fishplates, clips, clipbolts, fishbolts, washers, etc., to BSS. Applications for tender documents (Ref. Circular No. 53, dated June 3) must be received by July 15 in the office of: The Overseas Purchasing Division, East African Railways and Harbours, 4, Millbank, London, S.W. 1.

FINLAND—Acid resisting and stainless steel plates. Requests full details, price lists, terms. Direct purchase or agency. Oy Sten & C:o Ab (importing distributor; indent agent), Runeberginkatu 46 b, Helsinki 26. WTD 5/26/66.

NETHERLANDS—Pipelines and parts. Direct purchase or agency. N. V. Technisch Bureau "J. H. Goud" (installer, assembler), Post Office Box 3007 or 287 Bergweg, Rotterdam-11. WTD 5/31/66.

PERU—Galvanized screw spikes or new black screw spikes, ⅞" x 5½", 120,000 pieces, requests quotations. South Pacific Industrial Supplies S.A. (SPISA) (importer, sales agent), Apartado 1572, Lima. WTD 12/16/64.

SWEDEN—Steel sheets, hot rolled, cold rolled, stainless; steel strips all kinds. Agency and direct purchase. Dickson & Sjostedt KB (agent, wholesaler), Almedalsvagen 1, Box 252, Goteborg. WTD 4/26/66.

332 Iron, steel foundries

SPAIN—Seeks price quotations and possible technical assistance in connection with acquisition and installation of a complete foundry. Request replies in Spanish. Technical data available on loan from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Rm. 4203, Washington, D.C. 20230, Box T.O. 32. Funcor, S.C.I. (manufacturer, importer), Elorrio, Vizcaya. WTD 12/11/64.

333 Primary smelting, refining of nonferrous metals

SWEDEN—Nonferrous metals, ores and semiproducts thereof, such as copper, lead, zink, brass, aluminum, precious metals, ferro alloys. Direct purchase and agency. G & L Beijer Import & Export AB (importer, exporter, wholesaler, agent), Birger Jarlsgatan 6, Stockholm. WTD 6/1/66.

335 Rolling, drawing, extruding nonferrous metals

● **CEYLON**—Aluminum electrical wire, 16 different sizes and quantities totaling 47 tons. Documents for tender No. EI/C&S/T/12/66 available until Aug. 5 for 100 rupees (about $21) deposit and nonrefundable fee of 5 rupees (about $1.05). Bid deadline Aug. 9. Electrical Engineer, Contracts and Supplies, D. R. Wijewardhana Mawatha, Colombo.★ (Telephone: 202-WO 7-4579).

342 Cutlery, hand tools, general hardware

JAPAN—Tailors' scissors. Sankei Bussan Co., Ltd. (importer, wholesaler), 50 Dosho-machi 2-chome, Higashi Ku, Osaka. WTD 6/6/66.

NETHERLANDS—Small household products suitable for mail-order delivery, i.e. kitchen scissors, fruit presses, etc. Direct purchase and/or agency. Quote c.i.f. Rotterdam prices. Vanriel (importer, exporter, agent), 64 Bergweg, Rotterdam. WTD 5/31/66.

NORWAY—Plumbers' hand tools. Direct purchase and agency. P. Thams Maskinforretning A/S (importer, manufacturer's representative), Nordregate 22, Oslo. WTD 6/2/66.

SWEDEN—Medium, low-priced locks, hinges, and similar builders' finishing hardware. AB Karlstads Jarnmanufaktur (wholesaler, importer), Hagalundsvagen 32, Karlstad. WTD 6/7/66.

VENEZUELA—Decorative builders hardware for furniture and doors. Cometal, C.A. (importer, distributor, sales agent), Apartado 10,156, Sabana Grande, Calle Los Apamates N° 2, Sabana Grande, Caracas. WTD 6/2/66.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Central heating systems and parts. Direct purchase or agency. N. V. Technisch Bureau "J. H. Goud" (installer, assembler), P.O. Box 3007 or 287 Bergweg, Rotterdam-11. WTD 5/31/66.

SWITZERLAND—Mobile hot air blowers, air heaters and dryers (similar to Reddy Heaters Line). Agency and direct purchase. Socomec-Burnier (importer, distributor), Chemin du Boisy 12, 1000 Lausanne. WTD 9/3/65.

351 Engines, turbines

● **KOREA**—Supply of two marine diesel engine sets, 420 RPM or less, 110 BHP minimum, 5½ tons minimum dry weight. Invitation No. KFX-6083-N (RP 66-G-67), bid deadline July 12. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4241).

352 Farm machinery

BRAZIL—Machinery for soil preparation and maintenance, planting and harvesting, crops preparing, and other farm operations and processes. Direct purchase and agency. Granco Importacao Exportacao Representacoes Ltda. (agency), Avenida Rio Branco 156, 18° andar, sala 1838, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 10/28/65.

SWEDEN—4,000 lawn mower engines, 3 to 3.5 h.p. 4 stroke. Must be delivered before Nov. 1. Quotations to include terms. Lasindustri (importer, exporter, wholesaler, manufacturer), Nygatan 22, Eskilstuna. WTD 6/7/66.

353 Construction, mining, materials handling machinery, equipment

● **IRAQ**—Wheel type tractor shovel-loaders, 22, 2¼ cu. yd. capacity, four-cycle turbocharged 105 h.p. diesel engine; equipped with various alternative attachments—rear mounted hydraulic winch, rear mounted hydraulic backhoe, front mounted fork attachments. Tender No. DME/1-966. Wheel type tractor loader-shovels, 22, 3 cu. yd. capacity, four-cycle turbocharged 150 hp. diesel engine; 10 rear mounted hydraulic winches, 10 hydraulic dozers, 10 scrapers 5 cu. yd capacity. Tender No. DME/2-966. Two diesel powered 8-10 ton road rollers. Tender No. DME/3-966. Two diesel powered 10-12 ton road rollers. Tender No. DME/4-966. Bid deadline for all July 26. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained from Military Attache, Iraqi Embassy, Washington, D. C.

NETHERLANDS—Equipment used for laying pipelines, including digging, lifting, bending, welding equipment. Bura N.V. (management, marketing), 22 Parkweg, Voorburg. WTD 12/11/64.

PHILIPPINES—Fork-lift and pick up trucks, air hoists, tote boxes, monorails, rollers, and conveyors. Mr. Joaquin L. Gonzalez, President, Avegon, Inc. (importer, assembler, producer, manufacturer, wholesaler, retailer), 2090 Invernes, Manila. WTD 8/9/65.

354 Metalworking machinery

BELGIUM—All kinds of accessories for mechanical and hydraulic metalworking presses. H. Raskin S.A. (manufacturer), 277 Rue de Tilff, Angleur. WTD in preparation.

BRAZIL—Machinery for aluminum, copper, tin and zinc plating, electrolyzing, coating, extruding, rolling, wire drawing and fabricating. Direct purchase and agency. GRANCO Importacao Exportacao Representacoes Ltda. (agent), Avenida Rio Branco 156, 18° andar, sala 1838, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 10/28/65.

FINLAND—Grinding machinery for manufacture of machine knives for paper, cellulose and plywood industries. Requests full details, price lists, terms. Direct purchase or agency. Oy Sten & C:o Ab (importing distributor, indent agent), Runeberginkatu 46 b, Helsinki 26. WTD 5/26/66.

GERMANY—Rolling mill machinery and equipment, wire-straightening and cutting machines, other heavy machinery for smeltingworks and foundries. Hoestemberghe & Kluetsch (manufacturer), 633 Saarlouis, Industriestrasse. WTD 5/27/66.

PHILIPPINES—Drop forge equipment including air/drop forge hammers, hydraulic and mechanical presses, air compressors, sand grit blasting cabinets, power hack saws, oil fired furnaces forging and heat treat, hardness testers, and spare parts (hammers piston rods, rams, saw blocks, etc.). Mr. Joaquin L. Gonzalez, President, Avegon, Inc. (importer, manufacturer, retailer, wholesaler, producer), 2090 Invernes, Manila. WTD 8/9/65.

Machine shop equipment including portable-surface-cutter grinders, plain mill tables, milling and die casting machines, multi-spindle boring machines, tapping and pantograph machines, die sinkers and sinking, radial drills, lathe tool toom cum taper attachments, production and trepanning lathes, shapers, boring heads, pipe benders, and band saws. Mr. Joaquin L. Gonzalez, President, Avegon, Inc. (importer, retailer, manufacturer, wholesaler), 2090 Invernes, Manila. WTD 8/9/65.

SWITZERLAND—Power hand tools, drills (similar to Skil line). Agency and direct purchase. Socomec-Burnier (importer, distributor), Chemin du Boisy 12, Lausanne. WTD 9/3/65.

355 Special industry machines

BRAZIL—Machinery for use in making bags and envelopes, used machines wanted that are not over 10 years old. Produtos Johnsson de Papel S.A. (manufacturer), Rua Luis de Castro 174, Rio de Janeiro ZC-13, Estado da Guanabara. WTD 11/26/65.

CHILE—Installation of a sterilized bandages and gauze-making plant. Wishes quotations with full specifications and catalogues. Quotations are to be for the producing, cutting and packing machinery only. Dr. Albert E. R. Lavan (manufacturer), Avenida Holanda 345, Rm. 42, Santiago. WTD in preparation.

NIGERIA—Machinery for production of steel wool. Minimum processing capacity 300 tons steel wire per annum based on 8 hour daily shift. Wire to be used 2.65 mm. in diameter. To produce from coarse through superfine. Quotations c.i.f. Lagos. General Engineering & Metal Construction Co. (GEM) (manufacturer), Lagos Rd., P.O. Box 1228, Ibadan. WTD 6/2/66.

NORWAY—Machinery for production of textiles and clothing. Direct purchase and agency. P. Thams Maskinforretning A/S (importer, manufacturer's representative), Nordregate 22, Oslo 1, Norway. WTD 6/2/66.

● **TAIWAN**—One rotary type bottle filler, with 14 or more filling stations, for bottling rice wine. The filler should have a capacity to fill 1,800 bottles per hour. Tender No. GF2C-24007-1, bid deadline July 22. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-5589).

356 General industrial machinery

GERMANY—Mechanical power transmission equipment and parts of industrial machinery to be used in rolling mills, foundries, and smelting works. Hoestemberghe & Kluetsch

(manufacturer), 633 Saarlouis, Industriestrasse. WTD 5/25/66.

NORWAY—Packaging machines for general industrial use. Direct purchase and agency. P. Thams Maskinforretning A/S (importer, manufacturer's representative), Nordregate 22, Oslo, Norway. WTD 6/2/66.

357 Office, computing, accounting machines

GERMANY—Photocopying machines (offset and spirit) and accessories for office use and for duplicating establishments; photocopying/reproduction machinery (electrostatic process). Requests price quotations c.i.f. Antwerp. Requests replies in German. Heinrich Raaff (wholesaler), 32 Moltkestrasse, 5 Koeln a. Rh. WTD 5/23/66.

NETHERLANDS—Small office supplies, such as addressing and mimeographing machines; children's typewriters. Direct purchase and/or agency. Quote c.i.f. Rotterdam prices. Vanriel (importer, exporter, agent), 64 Bergweg, Rotterdam. WTD 5/31/66.

SWITZERLAND—Hand-labeling machines and tapes, similar to Dymo system, for office, industry and home. Agency and direct purchase. Socomec-Burnier (importer, distributor), 12 Chemin de Boisy, 1000 Lausanne. WTD 9/3/66.

THAILAND—Office supplies, including stencils, preparations for cleaning hands, and printing inks. Requests quotations, samples and illustrated catalogs. Direct purchase and agency. Max Trading Ltd. Partnership (importer, wholesaler, commission agent), 300 Siphya Rd., Bangkok. WTD in preparation.

358 Service industry machines

NETHERLANDS—Air-conditioning and ventilation systems and parts. Direct purchase or agency. N. V. Technisch Bureau "J. H. Goud" (installer, assembler), P.O. Box 3007 or 287 Bergweg, Rotterdam-11. WTD 5/31/66.

361 Electric transmission, distribution equipment

● **AUSTRALIA**—Design, supply and test 10, 133 MVA, 330 KV single phase auto-transformers for Newcastle substation. Tender No. 1712, bid deadline Aug. 22. The Manager and Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sydney, N.S.W. Copies of specifications and drawings available for review only, not for loan, in the U.S. Department of Commerce, Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

FINLAND—High voltage electric distribution and installation supplies and equipment. Requests full details, price lists, terms. Pohjoismainen Sahko-Osakeyhtio (importer, distributor, manufacturer, exporter), Vuorikatu 14, Helsinki 10. WTD 6/20/65.

● **THAILAND**—Supply of one 69 KV transmission line terminal switch. Tender No. MEA-PSD-047, bid deadline Aug. 10. The Metropolitan Electricity Authority, Samsen, Bangkok, Thailand.★ (Telephone: 202-WO 7-4241).

● **TRINIDAD**—Supply 6.6 KV-3 Core Cable; 33 KV/12 KV Transformers; 3 phase 4 wire watt hour meters with connectors and bare copper conductor. Tender Nos. 1110-12; 1118-20; 1124-26, bid deadline Aug. 8. The Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain, Trinidad.★ (Telephone: 202-WO 7-4241).

● **TURKEY**—Supply of miscellaneous current transformers. Bid deadline July 11. IETT Genel Madurlugu, Eviak ve Arsiv Madurlugu, Metro Han Kat. 3, Istanbul. (General Directorate of Power, Subways & Tramways Administration). Bidding specifications available in English for $7 per copy from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

● **BURMA**—Supply of 12 battery charging selenium rectifiers suitable for single phase 230 v. or 3 phase 400 v. a.c. incoming supply. Tender No. 126(T)/MCY-BR/65-66, bid deadline July 27. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-4241).

● **IRAQ**—Supply of 112, 10 KW, 380/220 v., air cooled, 1500 rpm 50 cycle, 3 phase diesel, trailer mounted generator sets. Bid deadline July 30, Tender No. DME/9-966. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq. Copy of specifications available for review only, not for loan, from the U.S. Department of Commerce, Power and Electrical Equipment Division, Room 4124, BDSA-662, Washington, D. C. 20230. (Telephone: 202-WO 7-4241). Additional copies available from the Military Attache, Iraqi Embassy, Washington, D. C.

● Supply of 13 sets of 30 kw portable diesel generating sets for tropical operation complete with trailer and accessories. Tender No. DME/10-966; bid deadline July 30. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq. Copy of specification available for review only, not for loan, from the U.S. Department of Commerce, Power and Electrical Equipment Division, Room 4124, BDSA-662, Washington, D. C. 20230. (Telephone: 202-WO 7-4241). Additional copies of specifications available from the Military Attache, Iraqi Embassy, Washington, D. C.

PHILIPPINES—Electric welders. Mr. Joaquin L. Gonzalez, President, Avegon, Inc. (importer, wholesaler, retailer, manufacturer), 2090 Invernes, Manila. WTD 8/9/65.

● **TAIWAN**—Supply of one 200 kw mobile diesel generator set, trailer mounted complete with instrument panels, regulating systems, accessories and spare parts; tender No. GF2A-24423; bid deadline July 21. Supply of one 100 kw mobile diesel generator set, trailer mounted, complete with instrument panels regulating system, accessories, tools and spare parts; tender No. GF2A-24422; bid deadline July 8. Purchasing Dept., Central Trust of Chine, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-4241).

364 Electric lighting, wiring equipment

● **CEYLON**—Supply of 950 lightning arrestors; bid deadline July 12. The Chairman, Tender Board, Ministry of Land, Irrigation and Power, P.O. Box 500, Colombo. Copy of tender and specifications available for review only, not for loan, in the U.S. Department of Commerce, Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Washington, D. C. (Telephone: 202-WO 7-4241).

366 Communications equipment

● **KOREA**—Supply of table for telegraph exchange service, teletypewriter maintenance tool kit, various types of meters, and splicing materials. Tender No. KFX-6081-S, bid deadline July 13. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

● **TURKEY**—Supply of one private automatic branch telephone exchange with a minimum of 200 extensions. Bid deadline July 19. Copy of bidding specifications available for $7.50 from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara.★ (Telephone: 202-WO 7-4823).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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371 Motor vehicles, motor vehicles equipment

BELGIUM—Hubs, drums and axles. Direct purchase and agency. Autohandel Braem (importer, wholesaler), 9 Nieuwstraat, Handzame. WTD 12/16/65.

PHILIPPINES—Three-ton trucks. Mr. Joaquin L. Gonzalez, President, Avegon, Inc. (importer, wholesaler, retailer, manufacturer, producer), 2090 Invernes, Manila. WTD 8/9/65.

VENEZUELA—Electrical parts and accessories for cars, trucks and tractors. Direct purchase and agency. Requests replies in Spanish. Ivcar C.A., Apartado 4180, Puerto La Cruz, Edo. Anzoategui. WTD 3/24/66.

374 Railway equipment

● **BURMA**—200 meter gauge wagon bogies in fully erected condition. Tender No. 221/(T)/TTS-BR(M)/65-66, bid deadline Aug. 4. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. Copies of specifications can be obtained at $11 (by certified check) each, through the American Embassy, Rangoon.

● **PAKISTAN**—Supply of two broad gauge (5'-6") break down rail cranes. Tender No. P&D-65/cranes-BG/T., bid deadline Aug. 8. Chief Officer Mechanical & Stores, East Pakistan Railway Board, Railway Building, Chittagong. Tender documents, specifications and drawings can be obtained from Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong, on payment of $21 per set. World wide tender, financing by a IBRD (World Bank) loan.

381 Engineering, laboratory, scientific, research instruments

TRINIDAD—All types of laboratory equipment and supplies. Direct purchase and agency. Louis C. Villafana & Co. (importer, retailer, commission merchant), 4a Bombay St., St. James, Port of Spain. WTD 4/28/66.

● **TUNISIA**—Supply of 3 serum coagulatories, 2 centrifugal machines, 2 binocular microscopes, 2 vertical autoclaves, one sterilizing cabinet, one distiller, one automatic liquid distiller, one precision scale. Bid deadline July 15. Terms and specifications in French. Correspondence preferred in French. Secretariat d'Etat a la Sante Publique rue de Kairouan, Tunis.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of 48 theodolites, 157 tachometers, 18 automatic levels, 239 planimeters, 4 sets of tape measures. Bid deadline July 15. Tapu ve Kadostro Genel Mudurlugu, Ankara (General Directorate of Land Survey and Registry). Bidding specifications in Eng-

lish available for $6 each including air mail charges from Modern Tercume Burocu, Menekse Sokak 20/7, Kizilay-Ankara.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

PHILIPPINES—Temperature controls and blowers. Mr. Joaquin L. Gonzalez, President, Avegon, Inc. (importer, wholesaler, retailer, manufacturer, producer), 2090 Invernes, Manila. WTD 8/9/65.

384 Surgical, medical, dental instruments

● **IRAQ**—Supply of 100,000 sterile disposable blood administration sets. Tender No. 38/66; bid deadline Aug. 7. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

TRINIDAD—Medical and surgical instruments and apparatus. Direct purchase and agency. Louis C. Villafana & Co. (importer, retailer, commission merchant), 4a Bombay St., St. James, Port of Spain. WTD 4/28/66.

386 Photographic equipment

SWITZERLAND—Photographic equipment and accessories, all kinds; also photostat apparatus and photo-offset equipment. Photo-Import A. Cornut, 25 Avenue de Vinet, 1000 Lausanne. WTD in preparation.

393 Musical instruments, parts

SWEDEN—Electronic musical instruments such as organs, bases, guitars, amplifiers, loudspeakers. Direct purchase and agency. C. R. Gustafsson (importer, retailer, wholesaler), Box 116, Kinna. WTD 6/1/66.

394 Toys, amusement, sporting, athletic goods

JAPAN—Playground equipment for use at kindergartens, especially types that can easily be moved either indoors or outdoors. Sankei Bussan Co., Ltd. (importer, wholesaler), 50 Dosho-machi 2-chome, Higashi Ku, Osaka. WTD 6/6/66.

396 Costume jewelry, novelties, buttons, notions

● **IRAQ**—12,000 brass military medals. Tender No. ORD/9-966, dated 6/9/66. Bid deadline 7/26/66. Specifications in English and Arabic. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4370).

JAPAN—Snaps, dress pins, other related products for use by professional dress-makers. Sankei Bussan Co., Ltd. (importer, wholesaler), 50 Dosho-machi 2-chome, Higashi Ku, Osaka. WTD 6/6/66.

TRINIDAD—All types of costume jewelry, novelties and ornaments. Albert Farah & Co., Ltd. (importer, retailer), 33-36-38 High St., San Fernando. WTD 5/19/66.

509 Miscellaneous wholesalers

TRINIDAD—All types of household glassware, carpets, rugs and furniture fittings. Albert Farah & Co., Ltd. (importer, retailer), 33-36-38 High St., San Fernando. WTD 5/19/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile mill products

IRAQ—Woolen and Dacron-wool piece goods. Akad Trading and Commission Bureau, 20 GH 21/12, New Hamidiya Market, Masbagha, Baghdad. WTD 10/23/65.

SOUTH AFRICA—Textile fabric for use in manufacturing women's outerwear. F. O. Meyer & Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 3047, Cape Town, Cape Province. WTD 6/1/66.

222 Broadwoven fabric mills, manmade fiber, silk

HONG KONG—Dacron, Dacron/wool, Dacron/cotton fabrics, in rolls, suit lengths, or stock lots. International Mercanhouse (importer, exporter), P.O. Box 15011, Second Floor, 30 Hollywood Rd., Hong Kong. WTD in preparation.

224 Narrow fabrics, other smallwares mills

SOUTH AFRICA—Trimmings, braids, ribbons for women's dresses and hats. F. O. Meyer & Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 3047, Cape Town, Cape Province. WTD 6/1/66.

229 Textile goods

SOUTH AFRICA—Raschel and other laces for use in manufacturing women's underwear and foundation garments. F. O. Meyer & Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 3047, Cape Town, Cape Province. WTD 6/1/66.

230 Apparel

GERMANY—Ready-made ladies' coats, suits and dresses. Requests price quotations c.i.f. European ports, replies in German. Haus der Mode Thiede & Sohn (manufacturer's agent), 59 Adersstrasse, 4 Duesseldorf. WTD 6/6/66.

306 Fabricated rubber products

PAKISTAN—Rubber expansion joints for use in building construction. Requests quotatitons c.&f. Karachi. Sibtain Brothers (importer), Ghafur Chambers, P.O. Box 4225, Victoria Rd., Karachi. WTD 9/13/65.

345 Screw machine products

PHILIPPINES—Socket cap screws. Mr. James Ang An King, General Manager, Eurasian-American Commercial (indentor), 712 Pacific Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

349 Fabricated metal products

HONG KONG—Purse chains, aluminum, copper, other metals. Tins' Trading Co., Ltd. (importer, exporter, wholesaler), P.O. Box 5732, Hong Kong. WTD 5/24/66.

353 Construction, mining, materials handling machinery

BELGIUM—Materials handling equipment such as conveyor belts of all kinds. Exclusive agency. S.A. Belge Fenwick (importer), 3-4 Quai des Ardennes, Liege. WTD in preparation.

Materials handling equipment such as fork lift trucks. Exclusive agency. S.A. Belge Fenwick (importer), 3-4 Quai des Ardennes, Liege. WTD in preparation.

PAKISTAN—Vibrators, prestressed; trucks, dumper-cranes, heavy and medium; loaders, low and allied equipment. Requests catalogs and quotations, c.&f., Karachi. Sibtain Brothers (importer), Ghafur Chambers, P.O. Box 4225, Victoria Rd., Karachi. WTD 9/13/65.

354 Metalworking machinery

BELGIUM—Metalworking machine tools, such as milling machines, lathes, drilling and sawing machines; tools for such machine tools. S.A. Anc. Etablissements G. Ducamp (importer), 195 Avenue de la Reine, Brussels. WTD in preparation.

Metalworking machine tools including, but not limited to, drilling, grinding, planing and polishing machines; lathes, shapers, and surfacing machines. Exclusive agency. S.A. Belge Fenwick (importer), 3-4 Quai des Ardennes, Liege. WTD in preparation.

356 General industrial machinery

PAKISTAN—Compressors, air, portable and stationary. Requests catalogs and quotations, c.&f., Karachi. Sibtain Brothers (importer), Ghafur Chambers, P.O. Box 4225, Victoria Rd., Karachi. WTD 9/13/65.

365 Radio, television receiving sets

HONG KONG—Television receiving sets and electronic equipment for home entertainment. Pearl Investment Managers, Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong (Mr. Donald C. Soper). WTD in preparation.

371 Motor vehicles, motor vehicle equipment

HONG KONG—Trucks and building construction equipment. Exclusive agency. Pearl Investment Managers Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong (Mr. Donald C. Soper). WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Engineering, surveying, and reproduction equipment, articles and supplies, including up-to-date instruments for geodesists, industrial engineers, draftsmen, and research bureaus. Manufacture de Papiers Heliographiques, S.A. (dealer, sales agent), 24-26 Rue du Commandant-Arnould; 33- Bordeaux, Gironde. WTD 6/8/66.

NETHERLANDS—Chemical analyzing apparatus; complete equipment and parts; exclusive agency. Becker-Delft N.V. (importer, exporter, agent, manufacturer), P.O. Box or 113 Vulcanusweg, Delft. WTD 5/31/66.

395 Pens, pencils, office, artists' materials

FRANCE—Duplicating and reproduction supplies, recording and drafting paper, blue print

paper; templates and lettering sets, and related lines for draftsmen and research bureaus. Also general office supplies, including adhesives, markers, file folders, and similar articles. Manufacture de Papiers Heliographiques, S.A. (dealer, sales agent), 24-26 Rue du Commandant-Arnould; 33- Bordeaux, Gironde. WTD 6/8/66.

396 Costume jewelry, novelties, buttons, notions

SOUTH AFRICA—Metal buttons and buckles for women's apparel. F. O. Meyer & Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 3047, Cape Town, Cape Province. WTD 6/1/66.

Leads for Importers

Commodities are offered direct unless specified

109 Metal ores

SWITZERLAND—Raw materials for metal production. Joseph Mueller (sales agent), Scheuchzerstr. 7, 8006 Zurich. WTD 6/6/66.

205 Bakery products

MALAYSIA—Prawn crackers. Direct sale or through agents. Chong San Prawn Crackers & Confectionery (manufacturer, wholesaler, exporter), 22 and 23 Pudu Ulu, Kuala Lumpur. WTD 6/3/66.

207 Confectionery

MALAYSIA—Confectionery including gum drops, toffees with coconut flavor. Direct sale or through agents. Chong San Prawn Crackers & Confectionery (manufacturer, wholesaler, exporter), 22 and 23 Pudu Ulu, Kuala Lumpur. WTD 6/3/66.

225 Knitting mills

KOREA—Woolen and acrylic knitted sweaters. For sale to importers or distributors. Dong Kwang Enterprise Co., Ltd. (manufacturer, exporter), I.P.O. Box 1191, Seoul. WTD in preparation.

229 Textile goods

BRAZIL—Brazilian manufacturer of sisal twine (baler twine and unoiled wrapping twine) seeks agent equipped to sell to medium-size distributors and cooperatives and having necessary background to handle banking contacts required by letter of credit business. Sibrasil S/A—Industria Sisaleira Do Brasil (manufacturer), Avenida Liberdade, 3230, Bayeux, Paraiba. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Plywood and plywood panels (Okoume); also chipboards and blockboards; very good quality. Wholesale exportation, direct or through well-established sales agents in United States. Etablissements Rougier & Fils (manufacturer, exporter), 104 Rue Saint-Symphorien; 79- Niort, Deux-Sevres. WTD 12/13/65.

281 Industrial chemicals

SWITZERLAND—Chemical raw materials and basic products for paint and plastic industries. Joseph Mueller (selling agent), Scheuchzerstr. 7, 8006 Zurich. WTD 6/6/66.

287 Agricultural chemicals

SWITZERLAND—Chemical raw materials for production of fertilizers and agricultural purposes. Joseph Mueller (selling agent), Scheuchzerstr. 7, 8006 Zurich. WTD 6/6/66.

326 Pottery, related products

★★ ETHIOPIA—Trade Mission

Ceramic tile, Ing. Carlo Tabbachi, Industria Ceramica Ing. C. Tabbachi (manufacturer, exporter), Via Jardino, P.O. Box 732, Asmara. WTD 3/9/66. TM 26.

331 Steel mill products

SWITZERLAND—All types of raw materials for metalworking and machine-industries. Joseph Mueller (selling agent), Scheuchzerstr. 7, 8006 Zurich. WTD 6/6/66.

364 Electrical lighting, wiring equipment

MALAYSIA—Wide range of decorative lamps and shades for offices and homes. Seeks importing distributors. Brochures available upon request. Guenter Lienau (wholesaler, retailer, manufacturer), Road 225, Petaling Jaya, Selangor. WTD 6/1/66.

396 Costume jewelry, novelties, buttons, notions

KOREA—Artificial flowers and foliage made of textiles. George H. Shyn & Co. (manufacturer, exporter, importer), Rm. 341 Bando Bldg., Seoul. WTD in preparation.

508 Machinery, equipment, supplies

SPAIN—Self-lubricated metal bearings and sinterized steel and steel alloy parts (PM/parts). Also desires to establish U.S. representation. Polvos Metalicos, S.A. (manufacturer, exporter), P.O. Box 65, Mondragon, Guipuzcoa. WTD 4/6/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Ing. Orlando D'Adamo, Technical Director, Argentine General Economic Confederation (C.G.E.), Bartolome Mitre 559, 4th floor, Of. 401, Buenos Aires, **interested in charcoal briquets and requesting information on manufacturing technology.** First week in July via Washington, D.C., for one month. c/o Department of Commerce Chicago Field Office. Itinerary: Washington, Chicago, others in Chicago area.

AUSTRALIA—A. W. Adler, Managing Director, G.K.N. Building and Engineering Division, Guest, Keen & Nettlefolds (Aust) Pty. Ltd., 410-416 Mitchell Road, Alexandria, N.S.W., **interested in new systems in building construction and in arranging exclusive licensing agreements for manufacture and/or marketing of building products and equipment.** Mid July via New York for one month. c/o L. M. Giles, New South Wales Centre, 680 5th Ave., New York, N. Y. 10019. WTD in preparation. (See p. 23.)

Mr. and Mrs. A. Easterbrook, Directors, R. W. Easterbrook Pty. Ltd., 123 Camberwell Road, Camberwell E.6, Victoria, **interested in learning new marketing methods for products of firms currently represented, and in representing U.S. firms for pharmaceutical specialties, laboratory and scientific equipment; teaching aids and equipment required at all levels in biology, chemistry, physics; disposible hospital equipment, instrumentation and control equipment, electronic equipment for other than entertainment purposes.** July via New York for one to two weeks. c/o Department of Commerce Field Offices en route. Itinerary: New York, Chicago, parts of Indiana, San Francisco. WTD in preparation.

ENGLAND—Graham D. Colover, Managing Director, Trends Warehouse, Furnishing Trends Ltd., 131 Middlesex St., Bishopsgate, London E.1, **interested in investigating the import of all types of carpets and woven floor coverings into U.K.** July 1 via San Francisco for 14 days. c/o Dept. of Commerce Field Offices en route. Itinerary: San Francisco, Los Angeles, St. Louis, Washington, New York. WTD in preparation.

FINLAND—Viljo Luukka, Director, Finnish Cooperative Wholesale Society (SOK), Vilhonkatu 7, Helsinki, **interested in visiting U.S. chain store operations, wholesale and retail.** June 29 via New York for 30 days. Itinerary: c/o Barbizon Plaza Hotel, 106 Central Park South, New York, N. Y. 10019; Chicago; c/o Cliff Hotel, Geary & Taylor St., San Francisco, Calif. 94102; Sacramento; Los Angeles. WTD 4/23/65 under Suomen Osuuskauppojen Keskuskunta (SOK).

FRANCE—Roger Kalfon, Manager, American Supply Corp., 10 Blvd. Antoine-Gautier, 33 Bordeaux, Gironde, **interested in direct purchase and agencies for light duty automatic boot and shoe machinery, including hot stamping presses, marking and branding machines; small power tools, modern equipment for shoemakers and repairers; grindery leather, boot and shoe cut stock findings, raw materials and accessories.** July 13 via Boston for one month. c/o Trendsetter Footwear Corp., 26 Farwell St., Newtonville, Mass. Itinerary: Boston, New York, Detroit, Chicago. WTD 10/29/65.

INDIA—Gobindram Gangaram Asomal, Wings Wear Corp., 10/59 Kirtinagar, New Delhi 15, **interested in selling ready-to-wear garments for men, children and women and handicrafts.** Third week of June via New York for six months. c/o Consulate General of India, 3 E. 64th St., New York, N. Y. Itinerary: New York, Washington, Chicago, San Francisco. WTD in preparation.

KUWAIT—Hafez A. Taji, representing Abdulaziz Oteibi (WTD under revision), Abdulrazzak Qirtas, Qirtas Trading and Industrial Organization (WTD 2/16/66), and Abdulaziz al-Bahar, Chairman, Commercial Bank of Kuwait, and Kuwait Foreign Trading Contracting and Investment Company, P. O. Box 105, Kuwait, **interested in joint ventures for shrimping company, fish meal plant, dry batteries, tissue paper conversion, packaging imported honey, in representing U.S.**

manufacturers of heavy electrical equipment and water distillation equipment, and in discussing financing. July 3 via New York for 45 days. c/o Dept. of Commerce Field Offices en route. Itinerary: New York, Boston, Dallas, Houston, Los Angeles, San Francisco, Seattle, Chicago.

NEW ZEALAND—K. H. English, Assistant Manager, Wellington Show Association, 7-11 Ghuznee St., Wellington C.2, **interested in the administration and presentation of U.S. trade fairs.** July 10 via Washington for six days. c/o Allerton Hotel, N. Michigan Ave. & Huron St., Chicago 11, Ill. Itinerary: Washington; Chicago July 12-14; Houston July 14, 15. WTD 6/20/66.

Iraq's deadline changed on telephone cable bids

Iraq's Posts, Telegraphs and Telephones Administration, Ministry of Communications, Baghdad, has extended the bid deadline from June 12 to July 12 on Tender No. 66/3 for the supply of cable terminal blocks, cable holders, distribution boxes, sleeves and adaptors. (INTERNATIONAL COMMERCE, June 6, p. 37).

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated May unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

American Firms, Subsidiaries and Affiliates—Hong Kong.

Metallurgical and Metal Working Plants—Finland.

Provisions—Importers and Dealers—Greece.

Sporting Goods, Toys and Games—Importers and Dealers—Pakistan.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service Officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—A **new motel,** the Park Royal, is to be built on a two-acre site in the central area of Brisbane. Demolition of existing buildings is to begin soon.

U.S. consultants will inspect the location and advise on the best type of motel development to be undertaken. Present plans for the project are a three-story building with **150 to 170 units.** A **convention hall** and **swimming pool** are to be features of the new motel.

CHILE—An important **road link between Chile and Argentina** (a section of the Trans-Andean Highway) will be constructed with the proceeds of a $15 million loan by the Inter-American Development Bank, 808 17th Street N.W., Washington, D.C. 20577.

The route connects the port of Valparaiso in Chile with the city of Mendoza in Argentina—a distance of 266 miles—and continues east to Buenos Aires, another 680 miles away. Completion of the Chilean section, which is 140 miles long, involves work on segments totaling 82 miles.

The Presidents of Argentina and Chile recently singled out the project as one of the most urgent to promote the economic integration of both countries. The highway project is also important in terms of the road network of the entire hemisphere since the stretch forms part of the Pan-American Highway.

On the Chilean side, the road connects the Pacific port of Valparaiso with the Caracoles Tunnel across the Chilean-Argentine border, about 13 miles east of the ski resort of Portillo. At the city of Los Andes, 44 miles from the Tunnel, the Trans-Andean Highway connects with a first-class road leading to the capital city of Santiago, 55 miles to the south.

In the Valparaiso-Los Andes stretch, the project provides for the **construction of a new route between the port and the summer resort of Vina del Mar; improvement of the segment between Vina del Mar and Concon,** where Chile's largest oil refinery is situated; **completion of the Las Cruzadas-San Pedro stretch,** which connects with the Pan-Am Highway from the north; and **construction of a 14-mile alternate route between the communities of San Pedro and Ocoa.**

In the Los Andes-Caracoles Tunnel segment, the project calls for **construction of the stretch between Vizcachas and Rio Blanco and of the segment between Portillo and the tunnel; completion of the Los Andes-Vizcachas and Rio Blanco Juncal-Portillo stretches; and improvement of the Chilean side of the Caracoles Tunnel across the border.**

Improvements in the two mile long tunnel—half in Chile and half in Argentina—**call for paving the roadway and installing ventilation and heating equipment.** Argentina has already expressed willingness to improve its side of the tunnel. The 126-mile section between the tunnel and the Argentine city of Mendoza, is in good condition. About half of it is paved and the rest is graveled.

The Bank will finance 55% and the Chilean Government 45% of the projects' total estimated cost of $27 million.

GREECE—The following is a list of proposed equipment and supply purchases programmed for 1966 by the Public Power Corporation. These items, whose value is estimated at about $5½ million will be procured by competitive bidding, usually on an international basis. The Public Power Corporation is a Government owned enterprise with a virtual monopoly of power production and distribution in Greece. No further details other than what is published below is available at this time; however, when pertinent bids are approved by the Greek Ministry of Commerce they will be reported as they are announced.

To be procured: Wooden poles ($1,130,000); 3-pole submarine cable ($747,000); underground cables and accessories ($59,000); 3-pole cables, underground boxes ($777,000); clamps for S/S equipment connection ($70,000); junction boxes ($138,000); fuse boxes ($210,000); switches, disconnectors, fuse links ($143,000); power plants ($360,000); portable power units ($600,000); power station spares ($104,000); 3-phase meters ($636,000); test table for one-phase meters ($60,000); distribution transformers ($108,000); transmission lines insulators ($75,000); transmission lines accessories ($18,000); fuel tanks ($218,000).

HONDURAS—"Hoteles de Honduras, S.A. de C.V.", **a recently formed corporation,** will soon start the construction of a modern **106-unit hotel in Tegucigalpa.** Estimated cost is $1,350,000. A site for the new hotel has been established and the plans are being prepared by a Honduran architect together with a U.S. architectural firm specializing in hotel design. In addition to the 106 units of single and double rooms, there will be several luxury suites. The facilities will include a **restaurant/night club,** a **cocktail lounge,** and **coffee shop,** a **meeting and banquet area for 300 seated persons, steam baths, swimming pool and tennis courts.** Concessions such as barbershop, beauty parlor, travel agency, drugstore, souvenir shop and bank will be located on the main floor. Reportedly, ground will be broken not later than January 1967.

INDIA—Madras Chemicals, 110-D Kodambakkam High Rd., Madras 34, have obtained a Letter of Intent from the Government to set up a **plant at Ennore,** near Madras, **to produce daily 150 tons of caustic soda** (by the mercury cell method); **20 tons of hydrochloric acid; 20 tons of benzene hexachloride, and 10 tons of liquid chlorine.** The estimated total cost of this project is $10½ million.

U.S. firms interested in submitting quotations for the supply of machinery for the manufacture of items one, two and four should contact Mr. A.Y.S. Gnanam in-care-of the Madras Chemicals Co. Equipment for the manufacture of item three (benzene hexachloride) will be purchased from "Rupee Area" sources.

MOROCCO—The press has reported the signing of an agreement between the Government and the General Electric Company (US), Davy and United (UK) and Krupp (Germany) to undertake a preliminary study for the construction of a proposed **steel mill complex at Nador.**

The agreement reportedly calls for the creation of a study group which is to complete its work in six months, at which time the construction work on the complex is supposed to begin.

The construction of this complex is expected to require the construction of related ancillary facilities. A port will have to be built, as well as roads and railways. All these projects are being studied in parallel with those of the steel mill.

NICARAGUA—An estimated 55,000 children will benefit from **114 new primary schools** to be built in Nicaragua over the next three years with the help of a $1½ million loan from the U.S. Agency for International Development. The total cost of the proposed 114 schools is estimated at the equivalent of $3 million of which the Nicaraguan Government will contribute $1 million and local communities $500,000 in the form of land, labor, materials and money.

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It will help our editorial planners, if they know how you use the magazine, what sections you use most, and what sections you don't use.

1. In what areas of international trade are you active?

- Manufacturer
- Combination Export Manager
- Other Intermediary Exporter
- Freight Forwarder
- Legal
- Financial
- Trade Association
- Other

2. How long has some aspect of your business been international?

- More than 10 years
- 5 to 10 years
- 2 to 5 years
- Less than 2 years

3. Have you registered in the International Traders Index?

- Yes
- No

If not, do you know what it is?

- Yes
- No

4. Have you listed your foreign agents/distributors in the agency index maintained in the U.S. Embassies and Consulates abroad?

- Yes, in _____ (year)
- No
- Not applicable

5. How long have you subscribed to INTERNATIONAL COMMERCE (and its predecessors)?

- More than 20 years
- 10 to 20 years
- 5 to 10 years
- 2 to 5 years
- Less than 2 years

6. What is the average number of readers per copy of INTERNATIONAL COMMERCE in your company?

- More than 5
- 2 to 5
- 1 or 2
- Other

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7. Do you keep back issues of INTERNATIONAL COMMERCE, or pages of it, as reference?

- Yes
- No

8. Do you use INTERNATIONAL COMMERCE to update your OVERSEAS BUSINESS REPORT files?

- Yes
- No

If not, are you familiar with OVERSEAS BUSINESS REPORTS?

- Yes
- No

9. Would you prefer the quarterly index to INTERNATIONAL COMMERCE:

- Printed in the magazine instead of separately
- Printed separately (as at present) and mailed to you automatically when issued

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10. Do you respond to the Trade Opportunities published on behalf of private firms?

- In many issues
- Occasionally
- No

11. Do the foreign firms respond to your inquiries?

- Always
- Most of the time
- Half the time
- Infrequently

12. Do you ask Commerce or one of its Field Offices for a World Trade Directory (WTD) Report before responding to a Trade Opportunity?

Yes ____
No ____

If not, do you know what a World Trade Directory is?

Yes ____
No ____

13. What business have you done as a result of the Trade Opportunities you have followed in INTERNATIONAL COMMERCE?

Direct Sales ____
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14. Trade Opportunities are now subject to a certain amount of screening by Foreign Service posts to eliminate those which appear to be marginal. Would you prefer:

The same screening to continue ____
More screening but fewer listings resulting ____
More Trade Opportunities with ALL screening judgment left to U.S. firms ____

15. Do you read Trade Opportunities for indications of:

Trends in all markets for specific products ____
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Other ____

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16. What sections of INTERNATIONAL COMMERCE does your company regard as:	Effective in Daily Operations	Background for Planning	Valuable for Various Reasons	Useless
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World-Wide Import Rules				
Exporters' Case Histories				
Reports on Major U.S. Traders' Meetings				
U.S. Government Actions				
Foreign Government Actions				
Investment Opportunities				
World Trade Opportunities				
New Books and Reports				
Calendar for International Traders				

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Calendar *for international traders*

ATLANTA—July 14—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

ATLANTA—July 28—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

CEDAR FALLS, IOWA—July 6—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—July 7-8—Businessmen's Consultations with Oliver Bongard, Commercial Attache, Taipei, Taiwan. Field Office.

CHICAGO—July 14—Meeting for Exporters, Field Office.

CINCINNATI—July 22—Export Workshop, Field Office. Sponsors: Cincinnati Field Office, Department of Commerce; REEC.

CHICAGO—Aug. 16—Meeting for Exporters, Field Office.

CLEVELAND—July 13—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—July 27—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

DAYTON, OHIO—July 22—Export Workshop. Sponsors: World Trade Dept. of Chamber of Commerce; Cincinnati Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—July 14—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—July 28—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

MEMPHIS—July 20—Mid-South Exporters' Roundtable, Hotel King Cotton.

MINNEAPOLIS—July 12—Businessmen's Consultations by appointment only with Oliver B. Bongard, Commercial Attache, Taipei, Taiwan. Field Office.

NEWARK, N.J.—July 20—Mobile "Profits in Exports" Conference, U.S. Steel Supply. Sponsors: U.S. Steel Supply; New York Field Office, Department of Commerce.

NEW YORK—July 5—FCIB Round Table Conference, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

TOPEKA, KAN.—July 22—Workshop for New Exporters, Chamber of Commerce. Sponsors: Chamber of Commerce; Kansas City Field Office, Department of Commerce; REEC.

WHITE PLAINS, N.Y.—July 13—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel. Sponsor: Chamber of Commerce.

WICHITA, KAN.—July 21—Workshop for New Exporters, Chamber of Commerce. Sponsors: Chamber of Commerce; Kansas City Field Office, Department of Commerce; REEC.

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